N.W.D.A. Convention Starts on Page 35

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Volume 144 No. 15 — Schnell Publishing Company, Inc., Publishers — October 11, 1943

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OPD—10-11-1943 2

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. . . is a colorless high-boiling (148.9°C.) liquid that is soluble in most organic solvents but only 0.43 per cent soluble in water. It is used in hydraulic fluids, synthetic resin varnishes, and wetting and ore-flotation agents. The introduction of the Ethylbutyl group increases the oil solubility of the resulting derivatives. Ethylbutyl esters of dicarboxylic acids are plasticizers possessing low volatility and water solubility. In azeotropic distillation processes where the complete removal of water is desired, Ethylbutanol is extremely effective.

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The booklet "Chemicals Available in Research Quantities" describes more than 30 new chemicals now available for research study. Write for a copy.

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Oil, Paint and Drug Reporter

Founded 1871 by William O. Allison

SCHNELL PUBLISHING COMPANY, INC., PUBLISHERS

No. 15 | October 11, 1943 | Volume 144

Oil Chemists Discuss Results of Research

The annual convention of the American Oil Chemists Society was held in the Palmer house, Chicago, October 6 to 8. A paper on "Rosin—Use in Salt-Water Soap," by B. S. Van Zile, and J. N. Borglin, of the Hercules Powder Company, Wilmington, Del., described the development of a detergent composition for use in sea water. It was brought out that since the war in the Pacific has caused the shortage of coconut oil, the navy has turned to a soap and wetting agent combination that worked well, but the output was far beneath the navy's requirements. The use of alkaline salts was described, especially the polyphosphates, as protective agents and the resinates of alkali metals, as solubilizing agents in conjunction with soap to produce a salt-water soap that requires no strategic, scarce or high-priced materials in its production.

Peanut Oil Antioxidants

An abstract of the paper "Molecularly Distilled Peanut Oil Antioxidants and Pure Alpha-Tocopherol as Stabilizing Agents for Fats of Poor Keeping Quality," by G. D. Oliver, W. S. Singleton and A. E. Bailey, Southern Regional Research Laboratory, New Orleans, revealed that text was a discussion of research carried out to determine the effectiveness of synthetic

—*Continued on page* 89

—O-P-D—

Currie Heads Drug Buying for Army

Readjustments in the new setup of army procurement of drug and medical supplies, which concentrates the work in this city, have been carried well forward. Lt. Col. Howard F.

Lt. Col. Howard F. Currie

Currie, who has been placed in charge, has returned from a call at the St. Louis Medical Depot, where purchasing is to be discontinued (see *OPD* for September 6, page 3), and the physi-

—*Continued on page* 74

—O-P-D—

CMP Materials Bill Direction No. 13 Void

Revocation of direction 13 to CMP regulation No. 1, dealing with complete bills of materials, was announced by the War Production Board October 9. This action is taken because prime and secondary consumers may no longer be required to submit complete bills of materials according to supplement No. 1 issued September 25, 1943, to the "Instructions on Bills of Materials."

Chemicals Tankcar Loading Changed

OPD Washington Bureau

Provisions of special direction ODT 7, revised 2, requiring shippers of chemicals and other liquid products to load tankcars to the dome were ordered revoked, effective October 3, by the Office of Defense Transportation.

The requirement has been in effect since the end of July in order to conserve every measure of transportation space, but in many instances loadings to such capacity were found to be impractical and the order was therefore revoked.

Salesmen's Salary Status Clarified

OPD Washington Bureau

Employers were granted the right to pay without formal application any commissions due their salesmen for September or October in all cases in which neither the rate of commission nor the amount of any other compensation has been increased since October 2, 1942, it was announced October 7, by Commissioner of Internal Revenue Guy T. Helvering.

Except in cases where there has been an increase in the rate of commission or in the amount of any other compensation—such as base salary—

—*Continued on page* 72

—O-P-D—

Five Chemicals Added To Haulage Request List

OPD Washington Bureau

An amendment to haulage request TR-2 adding five additional products in the chemicals field to the list of commodities covered by the order was issued by the Chemicals Division of the War Production Board October 6. The new commodities are adhesives, butadiene, charcoal, phthalic anhydride, and styrene. TR-2 permits manufacturers and shippers to enter into reciprocal arrangements for the common use of transportation and storage of some sixty-one listed materials.

Fertilizers Output Estimated For 1943-44 Season

OPD Washington Bureau

On the basis of a 1943-44 production estimate for potash of 700,000 tons, War Production Board officials have agreed upon an allocation program allotting 625,000 tons to the United States, Puerto Rico and Hawaii, 36,000 tons for the United Kingdom, 35,000 tons for Canada and 4,000 tons for Latin America and other export.

Of the amount set aside for domestic use, 85,000 tons, or 17,700 tons more than was allowed previously, is to be allotted for chemical and metallurgical use. The remainder—540,000 tons—although 50,000 tons less than was distributed to fertilizer companies in 1942-1943, will be sufficient, War Food Administration officials feel, to meet the minimum crop goal requirements of next year in view of the increased nitrogen supplies to be available.

Total nitrogen supplies for 1943-44 are officially estimated at 625,000 tons, or a third more than the 460,000 tons consumed in 1942-43. Ammonium nitrate supplies were placed at 345,900 tons and negotiations between importers and the government have been completed to bring in some 700,000 tons of Chilean nitrates if shipping space is available. The importers also have an option to purchase an additional 300,000 tons.

Although fertilizer material supplies in sight for next year, with the exception of potash, are more than they were for the 1942-43 growing season, they are short of the actual amounts officials would like to have available to assure the meeting of the maximum food production goals.

The estimates place the maximum needs for nitrogen at 700,000 tons, for prosphoric acid at 1,700,000 tons, or 9,400,000 tons of 18 percent superphosphate, and for potash at 877,000 tons. Production of 18 percent superphosphate, however, is expected to reach but 7,000,000 tons or 1,200,000 tons over the 1942-43 output.

Officials reported that the total capacity for production of superphosphate was 8,555,000 tons on July 1, but full use of the facilities has not been possible because of transportation, labor and maintenance difficulties and location of factories far from sources of sulphuric acid supplies and consuming areas.

—O-P-D—

U.S. Potash Names Barnes Sales Head

James Edward Barnes, who has served as Southern sales manager for the United States Potash Company, Inc., has been named to the office of general sales manager with headquar-

James E. Barnes

ters in New York. Born in Alabama, Mr. Barnes graduated from Alabama Polytechnic Institute. In 1940 he joined the United States Potash Company and assumed the office of Southern sales manager. He joined the New York office October 1.

Potash Advisers Appointed by OPA

OPD Washington Bureau

Five officials of potash producing firms engaged in supplying the fertilizer industry have been appointed members of a Potash Industry Advisory Committee by the Office of Price Administration. This committee will consult with the Agricultural Chemicals Section of OPA on pricing matters concerning their industry. Personnel of the committee, which also assists the War Production Board in an advisory capacity, is as follows:—

Horace M. Albright, of the U. S. Potash Company, New York; J. B. Grant, of the Potash Company of America, New York; William L. Bradley, of Bradley & Baker, New York; James P. Margeson, of the International Minerals & Chemical Corporation, Chicago, Ill., and F. C. Baker, of the American Potash & Chemical Corporation, New York.

—O-P-D—

CMP Allotment Numbers Defined

The distinction between the use of allotment numbers for identification purposes by Class A and Class B product manufacturers has been clarified through the issuance of interpretation 19 to CMP regulation 1, the War Production Board has announced.

A manufacturer of a Class B product ordering production material needed to make the Class B product must use the allotment number identifying his allotment and authorized production schedule in placing orders for such production material. Such manufacturers must not use the allotment numbers appearing on orders placed with them by their customers.

Export License Rules Eased For Latin-American Shipments

OPD Washington Bureau

The export control program of the Office of Economic Warfare was modified, effective October 1, to permit the exportation of a long list of chemical and allied industry products to sixteen Latin-American countries under general license without individual license applications or import recommendations from the countries of destination.

At the same time the OEW extended the list of commodities which may be exported to group "K" countries under general license, providing these same commodities may be shipped to the sixteen Latin-American nations under general license without individual license applications or import recommendations.

The action was a reflection of the greater availability of commodities which heretofore have been in a tight supply situation and had to be under strict export control to conserve supplies for our war and essential civilian uses. The changes are in line with the OEW preliminary announcement of September 10 of its intentions to ease and simplify export operations.

The sixteen Latin-American countries benefited by the changed procedure are:—Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Honduras, Nicaragua, Panama, Paraguay, Peru, Uruguay, and Venezuela.

Among the commodities which may be sent to the sixteen Latin-American countries as well as to the group "K" destinations were:—

Chemicals

Flavoring extracts, natural, n.e.s.; licorice extract and mass; polishes, automobile, shoe, metal and stove, wood, furniture, and floor wax; sodium chloride (salt); sodium metaborate; sulphur (crude); sulphur (crushed, refined, sublimed, flowers); tobacco saucing or extract used for flavoring tobacco; vanillin.

Fooders and feeds:—Babassu cake and meal; coconut oil cake and meal; copra oil cake and oil cake meal; cottonseed cake; cottonseed meal; fish meal; hempseed oil cake and meal; linseed cake; linseed meal; oil cake, n.e.s.; oil cake meal, n.e.s.; soybean oil cake meal.

Gypsum

Calcines (plaster of paris) (include anhydrous calcium sulphate); crude,

—*Continued on page* 76

OPD Price Index

The OIL, PAINT AND DRUG REPORTER'S relative record of prices for chemicals and related materials is currently as follows:—

Oct. 8, 1943	Oct. 1, 1943	Oct. 9, 1942
137.8	137.6	138.9

The base of the OPD Price Index is the average of prices in 1926 and 1936, those years representing extremes of price undulations in the interwar period.

Price changes in the markets for chemicals and related materials were almost exclusively vegetable last week; even the sole exception—casein—was of agricultural ancestry. The movement was closely reciprocal in numbers, but the weight of the changes was on the up side, and the general level of the markets was elevated.

There was nothing noteworthy about the volume or the general nature of passing business; although some new switchings in selections of materials were reported.

Official control actions likewise were without particular features; aside from some matters relating to exports.

Prices were advanced on gum rosins, steam-distilled wood turpentine, aletris, sassafras, white squill, cloves, sunflower seed, Indian fennel, Portuguese paprika, and Carolina long chillies.

Prices were reduced on gum turpentine, alphapinene, Argentine casein, colocynth pulp, West Indian mace, oregano, Spanish sage, and Cypress cumin.

Contents of This Issue

News and Statistics

Alcohol from Puerto Rico..... 7
Aloe Licenses in Britain..... 4
Alphapinene Reduced..... 4
Animal Oil Allocation Suspended.. 5
Argentina Guarantees Seed Prices.104
Asbestos Fibers Use Restricted..... 77
Axman Gets Silver Star..... 96

Bakelite Resin Prices Set..... 80
Butyl Alcohol Makers Get Corn.... 85

Castor Oil Control Lifted..... 7
Chemicals Tankcar Load Changed.. 3
Chromite Deposit Mapped.....104
CMP Direction No. 13 Void..... 3
CMP Allotment Numbers Defined.. 3
CMP Policy on Buying..... 85
Copper Conservation Order..... 76
Cork Oak Tree Report..... 68
Cummer to Move Plant..... 68
Currie Heads Drug Buying..... 3
Custer in Navy..... 98

Diamond Alkali Merges 5..... 72
Dried Milk Containers Rule..... 74
Drug Wholesalers' Delivery Plan.... 7

Employee Sermons Published.....100
Erwin, Wasey Names Miss O'Brien.. 98
Export Rules Revised..... 3

Federal Wholesale Druggists Meet.. 7
Fertilizers Output Estimated..... 3
FDA Field Organization..... 96
Five Chemicals to Haulage List.... 3
Fruit Ban for Flavors Lifted..... 7
Fuels from Coal Asked..... 89

Gloss Paint Oils Increase..... 82
Glycol Ethers Allocation Augmented 76

Hair Lacquers Seized..... 85

Industrial Instruments L-Order....100
Innis, Speiden Names Koonce..... 75

Jansen with Wilmington Corp....."72
Joehnck Promoted..... 75

Lime Industry Group Appointed... 74

Margarin Tax Hearing Set..... 88
Medical Care Planners..... 7
Medical Fee Cut Urged..... 4
Milk Solids Rule Change..... 89
Missouri Drug Ass'n to Hear Kerr... 80
Munson Retires from duPont..... 79

N.W.D.A. Meeting Report..... 35
N.Y. P.V.P.C. Adds Members..... 85

Oil Chemists Discuss Research..... 3
Oil Meal Order Revised..... 89
OPA Consumer Div. Head Named.. 7

Paint Merchandising Problems..... 88
Paint Specifications Summarized.... 80
Paint Use of Benzol Curbed..... 5
Paint, Varnish Sales: August..... 81
Plastic, Water Paint Sales: Aug... 83
Polyvinyl Butyral for Glass..... 5
Potash Advisers Appointed..... 3

Quinine Substitute Sought by Japs. 7

Reconditioned Drum Prices Set..... 4
Rotenone Control Studied..... 7

Salesmen Salary to Be Clarified..... 3
Shell Chemical Now a Division....100
Slocum Heads OPA Price Div..... 4
SMP Small Order Procedure..... 5
Soda Metasilicate Allocation..... 76
Soybean Increase Planned..... 5
Steel Drums Order Amended..... 4

Tax Program, 1944, Disclosed..... 5
Tex., Chem., Membership, Group.. 80
T.G.A. in New Quarters..... 98
Tin Salvaged from Tubes..... 89
Tung Oil Output Bigger..... 89

U. S. Potash Names Barnes..... 3

Vegetable Glues Pricing Set..... 89
Vitamin D Infringement Claimed... 69

Wage Incentive Policy Set..... 5
War Production Rule Amended..... 5
Washington Paint Club Elects Flint. 85
Watson Elected Tanners Head..... 7

General Features

Bids wanted..... 4
Current Market Quotations..... 9
Editorials 32

Obituaries 76
Scientific, Professional Services....100
Shipping Information..... 80

Market Reports

Botanical Drugs, Spices, Gums..... 95
Coaltar Chemicals..... 78
Drugs and Fine Chemicals..... 91
Essential Oils and Aromatics..... 97
Fertilizer Materials.....101

Heavy Chemicals..... 71
Oils, Fats and Waxes..... 87
Paint, Varnish, Lacquer Materials. 81
Petroleum Derivatives..... 99
Textile and Leather Chemicals..... 77

Chemical Allocations Extended to Five More

OPD Washington Bureau

Five additional chemical products will be placed under allocation November 1 by amendment to miscellaneous chemical order M-340. Exemptions for small lots are provided.

The products affected, as announced by WPB October 9, and the respective exemptions are the following:—

Cellulose sponges: 1,000 cubic-inches.

Methyl abietate: less than 450 pounds.

Methyl abietate, hydrogenated: less than 450 pounds.

Oxidized petrolatum: less than 25 pounds.

Vinsol resins: less than 500 pounds.

—O-P-D—

Straub Heads Food Rationing by OPA

Walter F. Straub, founder and president of the W. F. Straub Company, food product and pharmaceutical manufacturer, Chicago, was appointed director of the OPA Rationing Division by Chester Bowles, OPA general manager, October 8. He succeeds Harold B. Rowe, who was transferred last month to the Office of Economic Warfare.

—O-P-D—

Bids Wanted

Aluminum Sulphate:—Office of the Commissioner of Purchases and Supplies, City Hall, Cleveland, Ohio; ordinance No. 1016-43, opening October 15.

Ascorbic Acid:—2,004,000 tablets, Special Commodities Branch, Food Distribution Administration, Washington (25); announcement FSC-1648, opening October 11.

Cornstarch:—70,240,000 pounds, Special Commodities Branch, Food Distribution Administration, Washington; announcement FSC-1657, opening October 12.

Cottonseed Meal:—17 tons for Kingston, N. C., Division of Purchase, Sales and Traffic, Department of Agriculture, Washington; invitation 288-44, opening October 12.

Cottonseed Meal:—10 tons for Plymouth, N. C., Division of Purchase, Sales and Traffic, Department of Agriculture, Washington; invitation 289-44, opening October 12.

Dextrin:—27,000 pounds, Special Commodities Branch, Food Distribution Administration, Washington (25); announcement FSC-1655, opening October 25.

Fertilizer:—360 tons, Purchasing Agent, Bureau of Reclamation, Denver, Colo.; invitation 24,902-A, opening October 13.

Fuel Oil and Kerosene:—Chief, Purchase Division, Treasury Department, Procurement Division, Washington (25); invitation 9043-F09, opening October 8.

—*Continued on page* 79

—O-P-D—

Alphapinene Reduced

Prices on alphapinene were reduced ½c. per gallon on Friday. Tanks, 70c.; drums, car lots, 73c.; less car lots, 75c.

Priority Appeals Decentralized by WPB

Priorities regulation No. 16 has been revised, effective November 1, to provide that appeals from a list of 180 specified Land M orders are to be filed with the field office of the War Production Board in which the appellant's plant or affected branch is located.

The list of orders involved, announced October 9 by WPB, includes the following referring to chemicals and related materials:—

L-20—Cellophane and similar transparent cellulosic wrappings.
L-51—Antifreezes.
L-228—Asphalt and tarred roofing products.
L-258—Deleterious antifreeze solutions.
M-11a—Zinc oxide.
M-11-1—Zinc dust.
M-18b—Chromium chemicals.
M-19—Chlorine and products containing chlorine.
M-30—Ethyl alcohol.
M-34—Toluene.
M-41—Chlorinated hydrocarbon solvents.
M-54—Molasses.
M-56—Natural resins.
M-65 and 65a—Cadmium.
M-69—Distilled spirits.
M-105—Naphthalene.
M-128—Zinc sulphide pigments.
M-133—Rotenone.
M-137—Benzene.
M-154—Thermoplastics.
M-179—Pyrethrum.
P-89—Production of chemical maintenance and repair supplies.

—O-P-D—

Paint Container Conservation Urged

Consumers of paint were urged October 8 by J. Newton Hall, transportation officer of the War Production Board's Chemicals Division, to handle all returnable paint containers with more than usual care. This is necessary to insure a continuing supply of paint, Mr. Hall said, since damaged metal containers are not replaceable and because new containers are made of less durable materials and are more easily damaged. This applies particularly to 5-gallon drums and other large containers.

Mr. Hall's plea followed a report to WPB by the Transportation Advisory Committee on protective coatings and materials of a survey of handling of containers by freight carriers. The report declared that carriers were doing an excellent job in handling returned empties with a minimum of damage.

The committee also reported that the increasing use of substitute containers, all of which are of less than normal strength, is handicapping paint shippers in their effort to load freight cars to maximum weight, but that the industry is loading to the safe load limit at all times. The transportation representatives agreed that shipping requirements during the next few months would bring into use every available freight car, and assured WPB that the industry would use all possible speed in loading and unloading box cars.

—O-P-D—

Handy Named Consultant On Rayons for OPA

OPD Washington Bureau

Truman P. Handy, former general salesmanager for the Celanese Corporation of America, has been appointed chief consultant on rayons by the Office of Price Administration, Chester Bowles, OPA general manager, announced October 8. Mr. Handy will begin his new duties in the Consumer Goods Division October 25.

Mr. Handy has served the government during the past year, first as deputy director of the WPB Consumer Goods Bureau, and then as deputy executive director of the Smaller War Plants Corporation. He leaves the latter post to work with OPA.

Oil, Paint and Drug Reporter, Vol. 144, No. 15, October 11, 1943. Published weekly by Schnell Publishing Company, Inc., 59 John St., New York 7, N. Y., U. S. A. Tel. REctor 2-9820. Subscription price:—United States and possessions, Cuba, Mexico, Central America and South America, $5; Canada and Newfoundland, $7; other countries, $10. Entered as second-class matter, January 15, 1884, at the New York Post Office under the act of March 3, 1879. Copyright, 1943, by Schnell Publishing Company, Inc.

Slocum Heads OPA Industrial Price Div.

OPD Washington Bureau

Clarence W. Slocum, president of Beckwith-Chandler Company, paint and varnish manufacturer, Newark, N. J., has been appointed head of the industrial manufacturing price division of the Office of Price Administration. The division formerly was headed by Donald H. Wallace, who now is economic advisor to Price Administrator Bowles.

Mr. Slocum will also become acting director of the industrial materials price division, thus combining under one head products and materials of basic importance to industrialists who are producing for both military and civilian needs. The former head of the industrial materials division, Clair Wilcox, is returning to his teaching post at Swarthmore College, Pa.

Mr. Slocum was born in Newark, N. J., in 1896. He graduated in 1913 from the Barringer High School. That year he entered the employ of the Beckwith-Chandler Company. Mr. Slocum in 1925 became president of the company, from which he has been granted a leave of absence.

—O-P-D—

Medical Profession Urged to Cut Fees

OPD Washington Bureau

Rear Admiral Ross T. McIntire, Surgeon-General of the Navy and personal physician to President Roosevelt, cautioned the medical profession at the fifteenth scientific assembly of the District Medical Society October 2 to modify its fees and charges if it is to head off the movement toward "State medicine."

In a discussion of postwar medical problems, Admiral McIntire said he would dislike to see the present practice of medicine disturbed radically and at the same time raised this question:—

How much can medicine allow the Federal government to do without endangering the privacy of medicine and

—*Continued on page* 76

—O-P-D—

Reconditioned Drum Prices Set by OPA

OPD Washington Bureau

Specific dollars-and-cents service charges and lower raw used drum prices have been authorized in a revision of revised price schedule No. 43 which has been reissued by the Office of Price Administration as maximum price regulation No. 43. The regulation becomes effective October 12, 1943.

Dollars-and-cents ceiling prices for reconditioning services performed on 50 to 58-gallon used steel drums are established as 90 cents per drum for "basic" reconditioning services and $1.40 per drum for "total" recondi-

—*Continued on page* 86

—O-P-D—

Steel Shipping Drum Order L-197 Amended

OPD Washington Bureau

The War Production Board has announced the amendment to order L-197 covering steel shipping drums, and the revocation of M-255 which controlled the allocation of new steel drums, the provisions of the latter having been incorporated in order L-197.

The purpose of this action was to provide more positive control over the distribution and use of raw steel drums which are becoming scarce, and to make certain that they are channeled into the most essential uses, the WPB Containers Division explained. The division will now be enabled to handle applications much more equitably than was possible under the former system. The consolidation of these orders makes it possible for all applicants who desire to buy steel drums to use one official form (WPB-

—*Continued on page* 85

—O-P-D—

Aloe Import Licenses Due in Great Britain

LONDON, Oct. 8, 1943

Import licenses are to be issued in Britain on cape and Curacao aloes, calabar beans, ephedra herb and araroba.

Washington Talks It Over

Observations • Prognostications • Developments

By OPD Observer

Tax Program For 1944 Disclosed

OPD Washington Bureau

The Administration's 1944 tax program calling for sharp increases in excises on alcohol for nonbeverage use, toilet preparations, and communications, among others, and higher income taxes on corporations and individuals—all to raise additional revenues amounting to $10,650,000,000 was laid before the house ways and means committee by Secretary of Treasury Henry Morgenthau October 4.

The program, which administration officials readily admitted will "make it necessary for people to take in their belts" but nevertheless moderate when viewed in the light of the inflationary threat facing the country by the pressure of high incomes on short supplies, immediately ran into a storm of criticism from both the Democratic and Republican side of the committee.

Led by the Republicans a movement was immediately launched and supported by a few of the influential Democrats on the committee to substitute a general sales tax program for the Administration's entire program of

—*Continued on page 75*

—O-P-D—

Animal Oils Allocation Suspended for 3 Months

OPD Washington Bureau

The War Food Administration has suspended the allocation of animal oils —lard, tallow and fleshing oils—for three months beginning October 1 because of improved inventories. They have been allocated along with red oil (oleic acid) and neatsfoot oil since July 1.

Suspension of restrictions on the use and distribution of the lard, tallow and fleshing oils was effected by an amendment to Food Distribution Order No. 53, which has provided for their allocation. The Food Distribution Administration said that red and neatsfoot oil, in much shorter supply, must remain under allocation.

Though the amendment frees the animal oil group from allocation, it limits the inventory of any manufacturer or distributor to 60,000 pounds.

—*Continued on page 89*

—O-P-D—

Paint Removers Held To Use of Motor Benzol

OPD Washington Bureau

Beginning November 1 the protective coatings producers will be limited to motor benzol in their manufacture of paints, varnish, and varnish removers because of increased demands for pure benzol in the aviation gasoline and synthetic rubber programs, it was indicated October 6 by the Chemicals Division of the War Production Board.

Officials said that as of November 1 pure benzol will not be allocated for any solvent uses except the following:—rubber solvent, rubber adhesive, extraction oil and dewaxing solvents. To meet the needs of the paint manufacturers, it was stated, they will be allocated motor benzol to replace the pure benzol.

—O-P-D—

Polyvinyl Butyral to Be Available for Glass

OPD Washington Bureau

With prospects of increased amounts of polyvinyl butyral being available for essential civilian uses, the War Production Board Chemicals Division plans to allow limited amounts for civilian safety-glass. This resin has been available only for military and indirect military uses during the past year.

The proposed allocation policy will be based upon the applicants' past military usage of this resin and it is planned that future allotments will be in a lump sum to each applicant. With the view of reducing the paper work necessary in industry, the applicants in the future will apply for resin for a single end use, that is, safety-glass. This will supersede the present breakdown of requirements into military, indirect military and essential civilian. It is understood, of course, that all military uses must be supplied from this total allotment, the balance then being available for civilian applications

The way the manpower situation is now beginning to shape up it can rightfully be classed as the No. 1 headache of both the government and industry. Instead of any relief being in sight indications are that it will continue to grow worse until the administration is forced by the military or some equally potent factor to adopt a firm policy on handling the problem and actually enforce it.

As matters now stand it looks as though the burden of supplying the armed forces with its manpower needs will have to be met by industry. Congress refused to halt the drafting of pre-Pearl Harbor fathers but its deplorings were so loud and long that the idea undoubtedly has been got across to the local boards that Congress feels "dads" should be called only as a last resort.

This means that the local boards will scrutinize the class II deferment list more closely, and to make certain that this is done the bill passed by the senate changes the basis of deferment to require that the worker be considered "indispensable" instead of "essential," which is more than just a play on words, as any dictionary will show.

There are some 1,300,000 industrial workers in this deferred class. There are also 1,500,000 agricultural workers that have been deferred, which is another source of manpower that could be tapped, but the administration's policies run in the opposite direction with respect to this group. The general feeling is that until the army becomes more interested in where the inductees come from, industries will have to continue to fight their own battles with the local boards.

The chemical industry, which has been hit as hard as, if not harder than, any other industry by the draft boards, is still waiting for that "next week" statement promised by WMC months ago to loosen up the definition of chemical operators. The local boards have to call up only a comparatively few more of these men and the army will see the production of chemicals go into a decline.

Seal Oil Going to Waste

About 50,000 seal carcasses which otherwise would have been turned into oil for many industrial uses and into meal as a valuable constituent of poultry feed will have to be wasted this year because there are not enough processing facilities in the Bering Sea area to handle this year's slaughter.

The government "take" of seals was the largest on record, amounting to 117,164 pelts. The single by-product plant on St. Paul Island is only large enough to process less than half this number and there is no by-products plant at all on St. George Island where about 20 percent of the sealing is done.

President Roosevelt has asked Congress to appropriate $275,000 for construction of a by-products plant on St. George Island and doubling of the facilities on St. Paul Island, but Congress has done nothing about it as yet.

Alien Property in U.S.

President Roosevelt and the Chamber of Commerce of the United States are at odds over the handling of enemy private property that has been seized by the government. It is the President's policy that none of the enemy patents taken over by the Alien Property Custodian shall be turned back to enemy owners after the war. In the opinion of the chamber this government should move cautiously in making such a policy effective, because after all we have many millions more of investments in enemy countries than they have in the United States and we may find ourselves coming out on the short end of such a deal.

The policy for this government, the chamber says, is to retain the assets of enemy nations until their government makes provision for satisfaction of claims of our citizens and in the meantime take every possible step to resist any forced disposal of American property abroad, especially where such sale would involve compensation in foreign currencies or compensation based on mere book or inventory values, without consideration of future earning power.

Snakeproof Grass

Melinis minutiflora, for all its awe-inspiring name, bids fair to be classified as one of the best friends of man and beast. For this unusual grass, found in Venezuela by Dr. Henry Morgan, well-known scientist whose researches have taken him to a good part of South America, has the happy faculty of repelling snakes, ticks, mosquitos, and other insect pests.

The Office of Inter-American Affairs quotes Dr. Morgan as saying that the grass exudes an oily substance which is as distasteful to insects and snakes as its substantial fragrance is pleasant to human nostrils. An area sown to this remarkable grass was completely free of insect pests as soon as the grass appeared. Cattle which had grazed in the fields containing *Melinis minutiflora* were freed of a heavy burden of ticks within a few days.

Latin American Commerce

Exporters, importers, and other companies having the need for the same can now obtain a Spanish translation of the Tariff Commission's report on "Foreign Trade in Latin America." The report examines for the period 1929-38 the trade of the twenty Latin American countries with the world, and for the period 1929-40, their trade with the United States.

It is divided into three parts. Part I deals with the trade of Latin America as a whole; part II with the trade of individual Latin American countries; and part III with Latin American export commodities. Publication of the translation was prompted by widespread interest in the report in Latin America.

Army Shoes Inside Out

An entirely new specification for chrome-vegetable retanned upper leather for use in the manufacture of army service shoes has been issued by the Quartermaster Corps to replace the one now included in the general specification for the manufacture of the shoe itself.

One of the features of the new specification is that it provides special treatment of the leather to be used with the flesh side out. The army is replacing all other service shoes, except those for special purpose, with shoes manufactured with the flesh side of the leather on the outside because this permits the leather to absorb a greater amount of "dubbin" or waterproof dressing material.

An important part of the new specification deals with newly devised chemical and physical tests together with methods of applying these tests, the apparatus required, and the selection of leather samples to be tested. The physical tests consist of examination for tensile strength, bursting strength, stretch, stitch tear, shrinkage, and water penetration, while the chemical tests include examination for grease and chrome content and acidity.

Lipstick Problems

The small amount of cellulose acetate that was available to the cosmetic industry a month ago for use in lipstick manufacture has been used up and there is none available for such uses this month.

Manufacturers are also being told that they will be unable to get any lanolin this month for such things as hand lotions and creams, but their situation is being eased by the release of glycerin for such uses, made possible by the improved supply situation. This will be of a big help to manufacturers, WPB says.

OWI Struck Dumb

OWI is on the pan again and at least two moves have been made in

—*Continued on page 79*

Soybean Production Increase Planned

OPD Washington Bureau

Farmers may be asked by the War Food Administration to increase production of soybeans, peanuts, lard, eggs, and milk next year considerably above the output levels of the current year to meet expected increased demands for these products in the coming year. On the other hand, however, production of both flax and cotton may be cut.

Announcing the suggested production goals for 1944, which are the basis of discussions now going on in the growing areas among officials of the WFA and the State boards, the WFA has proposed a program for these six commodities as follows:—

Soybeans, 243,015,000 bushels for 1944 compared with 208,763,000 bushels this year or an increase of 16 percentage points; peanuts, 3,701,000,000 pounds compared with 2,801,515,000 pounds or an increase of 32 percentage points; lard, 3,120,000,000 pounds compared with 2,874,000,000 pounds or an increase of 9 percentage points; milk, 122,000,000,000 pounds compared with 118,302,000,000 pounds or an increase of 3 percentage points; eggs, 5,000,000,000 dozen compared with 4,970,000,000 dozen or an increase of one percentage point.

Flax production is proposed to be reduced to 47,961,000 bushels from 54,720,000 bushels or a decrease of 12 percentage points, and cotton 10,600,000 bales from 11,679,000 bales or a decrease of 9 percentage points.

—O-P-D—

Wage Incentive Policy Set by War Labor Board

The policy of the War Labor Board on wage incentive plans was embodied in two resolutions adopted by the board and made public October 2. In effect it is provided that to receive approval of the board wage incentive plans must conform to the national stabilization policy and must be agreed upon jointly by management and the union, if a union is bargaining agent for the plant involved.

—O-P-D—

War Production Facilities Rule Amended

OPD Washington Bureau

An amendment to regulations of the war and navy departments terminating, except in unusual circumstances, the five-year tax amortization privilege granted in 1940 to encourage private expansion of war production facilities was signed by the President October 5.

Under the amendment, use of the privilege is no longer to be granted unless one of the departments has approved the project for amortization before the facility was begun or acquired. Under the 1940 provision, taxpayers were permitted to write off the cost of new facilities over five years instead of over the longer depreciation period normally used when construction of the facility was certified as necessary for national defense.

A White House statement said it is now proposed to extend this privilege only when a shortage has been determined and it has been established that private financing would be advantageous to the government. Applications already filed are unaffected.

—O-P-D—

CMP Small Order Procedure Revised

A revision of CMP regulation No. 1, revising the small order procedure; making provision for tentative acceptance of authorized controlled material orders; modifying rules relating to time for delivery of authorized controlled material orders and making minor changes of a formal nature, was announced by the War Production Board.

The definition of "a small order" has been modified to include delivery orders for Class A products placed with manufacturers where the amount of any controlled material required to fill orders does not exceed three tons of carbon steel (including wrought iron), 1,200 pounds of alloy steel, or 300 pounds of copper and copper base alloys or 500 pounds of aluminum per quarter.

OPD—10-11-1943 6

So it's a headache !

Bud Ackerman
Ed. Arnold
Ed. Baigalupi.
H. Brakenfield
Phil Broderick
Jake Bruning
Dick Brunkow
Red Cooke
Henry Denny
Ed Dinefes
Frank Embrey
Herb. Emond
D. P. Erwin
Bob Fairfield
Larry Fears.
Art Fredette
Cal Lyford

YOUR CUSTOMERS are pleading for shipments—the shop is running short-handed—repair parts are delayed—containers are harder and harder to get. And *why* hasn't that Solvents salesman shown up!

Business is like that today! It's a headache—for us as well as for you.

If we don't get around as often as you'd like, it's only because right now we are all working night and day for Uncle Sam. When he's been well taken care of, we'll be back—with the finest chemical products that can be made.

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Jim McInnes
J. D. Orr
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Harold Rider
Bill Robinson
Herb Sliger

Paul Smith
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Drug Wholesalers' Plan For Delivery Approved

A plan proposed by four drug wholesalers relating to a joint transportation and wholesale delivery of drugs by motor carrier in Milwaukee, Wis., has been approved by the Office of Defense Transportation, as conforming with ODT No. 7, as amended. The participants in the plan are Yahr-Lange, Inc., the Mutual Drug Company, McKesson-Robbins, Inc., and the F. Dohmen Company.

The participants plan to make wholesale deliveries to retail drug stores in Milwaukee county only on five days in each week, and will make such deliveries on the next delivery day after receipt of orders therefor. The placing of larger orders at less frequent intervals will be encouraged, in order to eliminate numerous deliveries of small orders. For making their deliveries, two of the participants use a for-hire carrier; the other two participants operate their own trucks. Effectuation of the plan will result in an estimated saving of approximately 15,000 miles a year.

—O-P-D—

Alcohol Imports From Puerto Rico Permitted

OPD Washington Bureau

Ethyl alcohol, tax-paid and withdrawn for beverage purposes, can be imported into the United States from Puerto Rico, the War Production Board has announced. This has been effected through an amendment to order M-30, which regulates the distribution of ethyl alcohol and related compounds.

The amendment changes the definition of ethyl alcohol, which included the sentence:—"The term does not include ethyl alcohol produced for beverage purposes." As amended the definition states:—"The term does not include beverage alcohol." The amendment further defines "beverage alcohol" as "ethyl alcohol produced for beverage purposes or ethyl alcohol tax paid and withdrawn for beverage purposes."

Since order M-54 permits the use of molasses outside continental United States for the manufacture of beverage alcohol, it was decided last July to remove from the control of M-30 all transactions in ethyl alcohol outside of continental United States. Puerto Rican producers, distillers and rectifiers have in stock several hundred thousand gallons of ethyl alcohol. The amendment to M-30 permits them to export it to continental United States.

—O-P-D—

Castor Oil Control Lifted for 3 Months

The removal of restrictions on civilian use of castor oil has been effected by an amendment to food distribution order No. 32, which allocates castor oil. The amendment suspends the provisions applying to use and delivery during the period beginning October 1, 1943, and ending December 31, 1943. During this period, manufacturers may use the oil for any purpose up to limits prescribed in FDO No. 42 for the use of fats and oils generally. If the supply continues to improve as expected, a further extension might be possible January 1.

The amendment, however, requires that manufacturers using more than 1,000 pounds of castor oil per month must certify to suppliers with each purchase that they have reported their previous consumption to the Bureau of the Census, Washington, 25, D. C. Monthly reports on consumption are required to be filed on form BM-1 by the 15th of the month following use of the oil, and quarterly reports are required to be filed on form BM-2 by the 15th of the second month following the end of the calendar quarter.

—O-P-D—

Fruit Use Limitation For Flavors Lifted

Effective October 6, manufacturers of food and pharmaceutical flavorings, extracts and concentrates will not be affected by the provisions of Food Distribution Order No. 69 which restrict the use of 25 varieties of fruits and berries in the manufacture of alcoholic products. Their exemption is contained in an amendment to the order made by the War Food Administration.

Elected President

Dr. Merrill A. Watson, executive vice-president of the Tanners' Council of America, has been elected president of the American Trade Association Executives.

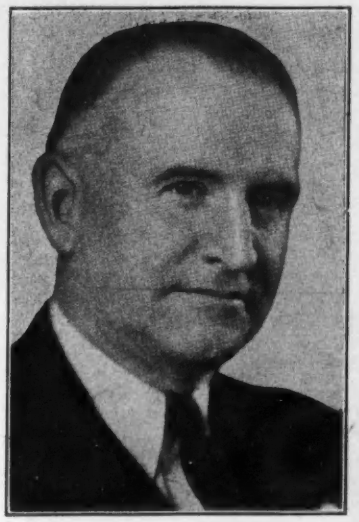
OPA Consumer Goods Division Head Named

OPD Washington Bureau

Byres H. Gitchell, president of the Golden Rule Department Store, St. Paul, Minn., has been made head of the retail distribution branch of the Office of Price Administration's Consumer Goods Price Division.

Cooperative Drug Wholesalers Examine Post-War Distribution

In a largely attended and sustainedly interesting meeting Sept. 30 and October 1 in this city, the Federal Wholesale Druggists Association, in a "road ahead" conference, heard experts of practical experience tell about what is to be looked for in the readjustment period that will follow the war. The representatives of the cooperative system of drug wholesaling got a wealth, as well as a volume of information full of food for thought.



Howard M. Bradbury
Retiring F.W.D.A. President

The business sessions of the association were under the direction of the president, Heward M. Bradbury, of the Washington Wholesale Drug Exchange. Paige I' Hommedieu, of Johnson & Johnson, chairman of the associate members' section, presided at the conference.

A projective blueprint of the nature and potentialities of sales development was laid before the conference by J. J. Nance, a representative of the radio industry. His expectations of the postwar markets were big. The credit side had more interest for Dr. Marcus Nadler, a professor of economics, who analyzed the discernible and possible effects of the trend of the public debt on the activities of business. He was not inclined to underrate those influences.

John A. Crozier
New F.W.D.A. President

Looking at Savings

The effects of wartime savings on postwar markets were appraised by Dr. W. S. Landis, vice-president of the American Cyanamid Company. He calculated that the much-discussed surpluses of earnings were distributed about 65 percent in agriculture, 30 percent among wage-earners, and 5 percent, at most, among white-collar

—Continued on page 69

—O-P-D—

Rotenone Control Program Studied

OPD Washington Bureau

War Food Administration officials are shaping their program of controlling the end uses of rotenone around an expected supply of about 4,500,000 pounds of the insecticide for the coming growing season, it was learned October 6. This compares with about 2,500,000 pounds that were available for the current year.

Complete details of the control program are still to be worked out by the officials, but it was stated that 1,000,000 pounds of rotenone will be made available for sales in small packages of five pounds or less in the form of powder, or one pint or less in liquid

—Continued on page 96

—O-P-D—

Quinine Substitute Sought by Japanese

The Japanese are reported to be hunting for a passable substitute for quinine, according to the Netherlands Information Bureau. They disclosed this themselves in numerous recent propaganda broadcasts in which they also announced that they had already "discovered" one or two obviously unsatisfactory substitutes. The bureau further stated:—

These announcements are accepted in official Dutch quarters as evidence that the Japanese are seriously considering the possibility that they may be driven

—Continued on page 72

Medical Care Planners Discuss National Program

Members of the National Physicians' Committee for the Extension of Medical Service met with representatives of the pharmaceutical manufacturing and other supporting divisions of the drug industry in the Waldorf-Astoria, this city, October 4, in the second profession-industry follow up on the National Conference on Planning for War and Postwar Medical Services. An executive session was held in the forenoon. This was followed by a luncheon session at 1:00 p.m. attended by some two hundred persons.

This session was devoted in largest part to adverse criticism of the Wagner-Murray public welfare bill's (S. 1161) provisions for a Federal program of health care. No substitute program was offered; although the message was that an "American" system which would be satisfactory was in course of development.

The sessions were under the direction of Dr. Edward H. Cary, chairman of the board of trustees of the National Physicians' Committee. He briefly related the history of the committee over the decade and more since the first general report on the cost of medical care aroused the medical profession. The work of the American Medical Association to provide the full benefits of medical science and development to the public was outlined by Dr. Roger I. Lee, chairman of the A.M.A. board of trustees. He referred to the subject of the original report as better called the cost of illness, rather than of medical care.

Noting a quondam cynical feeling in medicine on the saving of mankind for whom there was no employment, he told how organized medicine still was studying plans for better distribution of medical service, and looking to more study as postwar planning came under consideration. The purpose of the Wagner bill, he declared, was the goal of medicine since the days of Hippocrates, but the governmental approach be regarded as most undesirable in every respect, but especially in comparison with the virtues of the private practire of medicine. Brief reference to the newly organized A.M.A. council on public medical service, Dr. Lee declared that it would carry on and better develop the fight against the dragon of disease which has been medicine's task throughout its existence.

Physicians were advised by Raymond Moley to become students of political science in order that they might understand the political ailments which underlie the Wagner bill and similar legislative programs. Among these ailments he placed prominently the danger of the uncommon man—superman—to the State. One of the country's biggest problems, he declared, is to render the uncommon man harmless.

Mr. Moley condemned the political system which functions by means of power from above. He advocated a return to the basic idea of power derived from the bottom, as expressed in the three fundamental institutions of American democracy—local government, bipartisan politics, and Congress. He condemned the popular practice of attempting to discredit these institutions, and with an Aristotlean, rather than a Platonic, philosophy, he set the party far above the man. This country is too big to be run from one place, Mr. Moley averred, and he was grateful for the inefficiency of bureaucracy which almost alone saves the country from bureaucracy.

Mr. Moley said that his answer to the Wagner bill was that he wanted the right to select his own doctor. He felt that there was a growing public trend away from rejuvenation—"back home," as he put it.

Medical reform legislation should be subject to analysis in the nature of the new drug policy of the Food and Drug Administration, said Dr. Morris Fishbein, editor of the A.M.A. *Journal*. He saw in the Wagner bill the greatest crisis in medical affairs, the program, in his view, being a European idea in a U. S. social security package.

Better medical care has been evolving since the beginning of medicine, Dr. Fishbein said; it has reached its highest peak in the United States. Bureaucratic inroads were well opposed until the current war made it impossible to oppose plans for maternity and child care for the wives of men in the service. Use of Federal funds to remedy inadequacies of the distribution of medical services was not of itself objectionable, but it might well hold the pattern for future programs of control, threatening distruction of the freedom of medical care.

—Continued on page 92

CHEMICAL PURITY

...helps industry speed up *under* FLUORESCENT LIGHTING

Cylinders of "daylight" opening up new realms in lighting! That's Fluorescent Lighting, one of the most brilliant scientific discoveries of recent years.

Under higher levels of illumination—in soft, cool, diffused light—workers in industry attain greater speed, finer precision. Errors are fewer. Eyes are less fatigued. Production steps up!

This modern miracle—Fluorescent Lighting—came only after years of research. Baker played its part in contributing chemicals of extraordinary purity to make possible the fluorescent substance used on the inner surface of the cylinder. Here, *purity was demanded*—so that clear, bright light might come through.

This is only one of many instances where *purity*, as exemplified by Baker Chemicals, has increased efficiency in today's forward march of industry.

Baker's Industrial Chemicals (purity by the ton) have been supplied to many manufacturing concerns for the manufacture or processing of many products. If you have special chemical requirements for war production or in anticipation of post-war needs, we invite you to discuss your problems in confidence with Baker.

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Baker's
INDUSTRIAL CHEMICALS

Current Market Quotations Chemicals and Related Materials

October 8, 1943

Unless otherwise indicated, quotations are first-hands on large lots, f.o.b. New York. Price changes and trends are noted in the market reports, with other informative comment. The locations of these reports are given in the table of contents on page 4.

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A

Acacia (see Gum, Arabic).
Acetaldehyde,[4,6] 99%, dms., 55 and 110 gls., works..lb. .11 - —
5 and 10 gls., works. ....lb. .14 - —
Acetaldol (see Aldol).
Acetamide, CP, fib. dms., 5,000 lbs. a year, works..lb. .36 - —
smaller lots, works.....lb. .38 - .70
tech., fib. dms., 5,000 lbs. a year, works..lb. .28 - —
smaller lots, works.....lb. .30 - .80
Acetanilide, tech., cryst., bbls.lb. .29 - .31
powd., bbls.....lb. .27 - .30
USP, cryst., bbls.....lb. .36 - .37
dms. .....lb. .42 - —
kgs. .....lb. .37 - .38
powd., bbls.....lb. .34 - .35
dms. .....lb. .40 - —
kgs. .....lb. .35 - .36
Acetoacetanilide, bbls., fib. dms., 75 lbs. .49 - —
smaller lots.....lb. .67 - —
Acetone, CP,[1,6] dms., c.l., dlvd. E.*..lb. .08½- —
l.c.l., dlvd.....lb. .09 - —
tanks, dlvd.....lb. .07 - —
*OPA ceiling for East; Western ceiling, ½c. per lb. higher.
Methyl (see M)
Acetonitrile, dms., c.l., works..lb. .75 - —
l.c.l., works.....lb. .90 - 1.25
5-dm. lots, works.....lb. 1.00 - —
5-gal. lots, works.....lb. 1.25 - —
Acetophenetidin, bbls., kgs., 1,000 lbs..lb. 1.00 - —
dms. .....lb. 1.08 - 1.10
Acetophenone, cns., dms.....lb. 1.55 - 1.60
Acetyl chloride, cbys., works..lb. .60 - —
Acid, abietic, dms., c.l.....lb. .06½- —
Acetic,[1,6] com'l or redist., 28%, bbls..100 lbs. 3.28 - 3.62
56%, bbls.....100 lbs. 5.58 - 5.83
70%, bbls.....100 lbs. 6.68 - 6.93
80%, bbls.....100 lbs. 7.47 - 7.72
glacial, nat., CP., cbys.100 lbs.13.50 -13.75
99.5%, bbls.....100 lbs. 9.15 - 9.40
tanks, works.....100 lbs. 6.98 - —
USP, cbys.....100 lbs.11.70 - —
synth., CP., dms., works....100 lbs.12.50 -12.80
99.5%, bbls., works.100 lbs. 9.15 - 9.40
dms., works.....100 lbs. 9.25 - 9.75
tanks, works.....100 lbs. 6.25 - 6.98
USP, dms., works..100 lbs.10.50 -11.00
pure, 80%, bbls.....100 lbs. 4.44 - 4.69
36%, bbls.....100 lbs. 4.86 - 5.11
60%, bbls.....100 lbs. 7.60 - 7.85
80%, bbls.....100 lbs. 9.26 - 9.51
Acetic acid price ranges above are for c.l. and l.c.l. quantities. Carboys and cases are 50c. per 100 lbs. higher.
Acetic, anhydride,[6] dms., c.l., frt. alld..lb. .11¼- —
l.c.l., frt. alld.....lb. .13 - —
Acetylsalicylic,[1] special, USP, bbls., makers, primary distrib., point of shipm't....100 lbs. .45 - —
smaller lots, same basis, lb. .46 - .59
Standard USP, fine cryst., gran. (20-40 mesh), powd. (60 mesh), 200-lb. bbls., same basis .lb. .40 - —
smaller lots, same basis. lb. .40 - .54
Freight equal'd, shipment identical quantity, over standard routes, from N. Y. City, Phila., Midland, Mich., Chicago and St. Louis.
Adipic, fib. dms., works.....lb. .31 - —
Aminoacetic, USP (see Glycine).
Anthranilic, resub., bbls.....lb. 1.20 - 1.25
tech., bbls.....lb. .95 - —
Arsenous[6] tech. (see Arsenic, White)
USP, powd.. dms., kgs....lb. .20 - .22
Ascorbic,[1,6] USP, 30-kilo lots, dms..kilo.31.75 - —
10-kilo lots, dms.....kilo.32.10 - —
5-kilo lots, dms.....kilo.32.45 - —
2½-kilo lots, dms.....kilo.33.16 - —
500 grams, dms.....kilo.34.22 - —
Battery, cbys., c.l., E. works. 100 lbs. 1.80 - —
10-25, E. works.....100 lbs. 1.95 - —
1-9, E. works.....100 lbs. 2.55 - —
Benzoic, tech., bbls., 4,000 lbs. or more..lb. .20 - —
1,000 to 3,900 lbs.....lb. .40 - —
900 lbs. or less.....lb. .43 - —
USP, bbls., 4,000 lbs. up..lb. .54 - —
1,000 to 3,900 lbs.....up. .55 - —
900 lbs. or less.....lb. .58 - .60
dms., 4,000 lbs. up.....lb. .55 - .56
1,000 to 3,900 lbs.....lb. .56 - .57
900 lbs. or less.....lb. .59 - .60
Boric,[3] tech., 99.5% cryst., (same as prices for powder), gran., bgs., c.l., frt. alld. ton.99.00 - —
ton lots, ex whse....ton.111.00 - —
less than ton lots, ex whse..ton.116.00 - —
bbls., c.l., frt. alld..ton.109.00 - —
ton lots, ex whse....ton.121.00 - —
less than ton lots, ex whse..ton.126.00 - —
bulk, frt. alld.....ton.95.50 - —
powd., bgs., c.l., frt. allo.. ton.104.00 - —
ton lots, ex whse....ton.116.00 - —
less than ton lots, ex whse..ton.121.00 - —
bbls., c.l., frt. alld....ton.114.00 - —
ton lots, ex whse....ton.126.00 - —
less than ton lots, ex whse..ton.131.00 - —
USP $25 per ton higher.
Butyric, 99%, dms., c.l., works, lb. .22 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .21 - —
Broenner's, bbls.....lb. 1.11 - —
Camphoric, cns.....lb. 6.95 - 7.00
Capric, dms.....lb. .21½ Nom.
Caprylic, dms.....lb. .27 - .27½
Castor oil,[5] split, dms.....lb. .20¾- .21¼
Chlorosulphonic, dms., c.l. wks. lb. .03 - —
l.c.l. .....lb. .03½- .04½
tanks, works.....lb. .02½- —
Chromic,[6] 99½-99¾%, dms., c.l., lb. .16¼- —
l.c.l. .....lb. .16¾- .18¼
Cinnamic, refd., bots.....lb. 3.50 Nom.
Citric,[1,6] anhyd., gran., dms., c.l..lb. .22¼- —
10,000 lbs., 1 ship't..lb. .23 - —
smaller lots.....lb. .23½- .26½
kgs. .....lb. .24 - —
cryst., gran., bbls., c.l.....lb. .20 - —
10,000 lbs., 1 shp't....lb. .20¼- —
smaller lots.....lb. .23 - .24
kgs. .....lb. .21¼- —
Citric acid powd., ½c. higher.
Cleve's, bbls.....lb. .65 - —
Coconut oil,[5] dist., dms.....lb. .18¼ Nom.
Cottonseed oil,[5] dist., dms...lb. .14 - .14½
tanks .....lb. .13½- —
Cresylic (coaltar),[6,8] high-boil 50% (210°-315°), low boil 50% (204°-200°), and special blends, dms., c.l., works, frt. equald..gal. .31 - —
l.c.l., same basis....gal. .33 - —
tanks .....gal. .75 - —
Diethylbarbituric (see Barbital).
Formic, dom., 90%, cbys., c.l., works..lb. .10½- —
l.c.l. .....lb. .11 - .11¼
Fumaric, tech., bbls.....lb. .27 - .31
Gallic, NF VII, bbls.....lb. 1.27 - 1.30
fib. dms.....lb. 1.34 - —
technical, bbls.....lb. 1.05 - 1.15
Gamma, bbls.....lb. .35 - —
Gluconic, bbls., 500 lbs.....lb. .12 - —
kegs, 100 lbs.....lb. .15 - —
dmjs. .....lb. .21 - .25
H, bbls.....lb. .45 - —
Hydriodic, 45-47%, cbys.....lb. 2.42 - 2.44
5-lb. bots.....lb. 2.57 - —
57%, bots.....lb. 2.90 - —
Hydrobromic, conc., cbys....lb. .35 - —
dil., cbys.....lb. .20 - —
Hydrochloric (see Muriatic).
Hydrocyanic, cyls., works...lb. .80 - 1.00
Hydrofluoric, 30%, rubber dms., works..lb. .08 - .09
48%, rubber dms., works...lb. .12 - —
52%, rubber dms., works...lb. .12½- —
60%, rubber dms., works...lb. .13½- —
Hydrofluosilicic, 30-35%, bbls..lb. .09 - .09
Hydroxyacetic, 70% tech., bbls., nonreturn, Phila..lb. .084 - —
tanks, works, basis acid content..lb. .06½- —
Hypophosphorous, USP, djns.. lb. .75 - .80
Lactic, edible, 50%, cbys., 20 or more..lb. .12½- —
5 to 19.....lb. .13 - —
1 to 4.....lb. .13½- —
80%, bbls., cbys., 5 or more. lb. .24½- —
1 to 4.....lb. .24¾- —
plastic grade, bbls., cbys., 20 or more..lb. .14½- —
5 to 10 cbys.....lb. .14¾- —
1 to 4 cbys.....lb. .15¼- —
tech., dark, 22%, bbls., c.l., works..100 lbs. 2.90 - —
l.c.l., works....100 lbs. 3.15 - —
cbys., works....100 lbs. 4.15 - —
44%, bbls., c.l., works.... 100 lbs. 6.30 - —
l.c.l., bbls., works.... 100 lbs. 6.55 - —
cbys., works....100 lbs. 7.55 - —
light, 22%, bbls., c.l., works, 100 lbs. 3.90 - —
l.c.l., works....100 lbs. 4.15 - —
cbys., works....100 lbs. 5.15 - —
44%, bbls., c.l., works..... 100 lbs. 7.20 - —
l.c.l., works....100 lbs. 7.55 - —
cbys., works....100 lbs. 8.55 - —
USP XI, 85%, cbys.....lb. .54 - .57
USP VIII, 75%, cbys.....lb. .52 - .55
Lauric, dist., tech., dms.....lb. .20 Nom.
Laurent's, bbls.....lb. .45 - —
Linseed oil,[5] light, dms.....lb. .21½- .22
Maleic,[6] powd., dms.....lb. .30 - —
anhydride, dms., c.l.....lb. .25 - —
l.c.l. .....lb. .26 - —
Malic, powd., kgs.....lb. .47 - —
Mandelic, dms., 1,000 lbs....lb. 2.05 - —
smaller lots.....lb. 2.10 - 2.20
Mixed, tanks, nitric unit.....lb. .05 - .06
sulphuric unit.....lb. .0065- .009
Molybdic, kgs., works.....lb. .95 - 1.10
Monochloroacetic, tech., bbls.lb. .17 - —
purified, bbls.....lb. .20 - —
Monosulphonic, bbls.....lb. 1.50 - —
Muriatic, 18°, cbys., c.l., E. works..100 lbs. 1.50 - —
l.c.l., 25 and over, E. works..100 lbs. 1.75 - —
10 to 24, works...100 lbs. 1.85 - —
1 to 9, works....100 lbs. 2.45 - —
tanks, works.....100 lbs. 1.05 - —
20°, cbys., c.l., E. works..... 100 lbs. 1.75 - —
tanks, E. works.....ton.22.00 - —
22°, cbys., c.l., E. works..... 100 lbs. 2.25 - —
tanks, E. works.....ton.32.00 - —
CP, dealer, cbys.....lb. .06½- —
6-lb. bots.....lb. .17½- —
consumers, cbys.....lb. .08 - —
6-lb. bots.....lb. .19 - —
Myristic, dist., dms.....lb. .19 - .19½
Naphthenic[6] 220-230 acidity, dms., c.l., works..lb. .13 - .14
l.c.l., works.....lb. .13 - .15
tanks, works.....lb. .10 - .12
235-245 acidity, dms., c.l., works..lb. .15 - —
l.c.l., works.....lb. .15 - —
tanks, c.l., works .....lb. .12 - —
Nicotinic, amide (see Nicotinamide).
Nitric, 36°, cbys., c.l., E. works. 100 lbs. 5.60 - —
l.c.l., 25, E. works..100 lbs. 5.25 - —
10 to 24, works...100 lbs. 5.35 - —
1 to 9, works...100 lbs. 5.95 - —
38°, cbys., c.l., E. works.... 100 lbs. 5.50 - —
Western works...100 lbs. 5.75 - —
40°, cbys., c.l., E. works..... 100 lbs. 6.00 - —
42°, cbys., c.l., E. works..... 100 lbs. 6.50 - —
CP, USP, dealers, cbys....lb. .11¼- —
7-lb. bots.....lb. .21½- —
consumers, cbys.....lb. .12 - —
7-lb. bots.....lb. .23 - —
Oleic (see Oil, red).
Oleum (see Acid, sulphuric, fuming).
Oxalic,[1] bbls., c.l., works....lb. .11¼- —
10,000 lbs.....lb. .11¼- —
smaller lots.....lb. .12½- —
Palm oil,[5] white, dist., dms..lb. .12 - .13½
tanks .....lb. .12½- —
Paraminobenzoic, cns.....lb. 1.40 - —
Paranitrobenzoic, cns.....lb. .72 - —
Phenylacetic, bots.....lb. 1.85 - 2.00
Phosphoric,[6] pure food grade, 50%, c.l., bbls., works.frt. equald..100 lbs. 4.00 - 4.25
cbys., works, frt. equald. 100 lbs. 4.35 - 4.60
l.c.l., 10 or more, works, frt. alld..100 lbs. 5.25 - [illegible]
1 to 9 cbys., works, frt. alld..100 lbs. 4.25 - 7.25
tankwagon, dlvd. N. Y., Phila., Met. area.100 lbs. 4.00 - —
75%, c.l., bbls., works, frt. equald..100 lbs. 4.75 - 5.00
cbys., works, frt. equald.... 100 lbs. 5.10 - 5.35
l.c.l., 10 or more, works, frt alld..100 lbs. 7.00 - 8.50
1 to 9 cbys., works, frt. alld..100 lbs. 8.00 - 9.50
tankcars, works, frt. equald. 100 lbs. 4.00 - 4.25
tankwagons, dlvd., N. Y., Phila., Met. area.100 lbs. 4.75 - —
USP, 100-lb. cbys., c.l.....lb. .10¼- —
10 cbys., to c.l.....lb. .11½- —
2 to 9 cbys.....lb. .12 - —
single cbys.....lb. .13 - —
70-lb. cbys.....lb. .10¼- —
25 cbys., to c.l.....lb. .11½- —
5 to 24 cbys.....lb. .12 - —
1 to 4 cbys.....lb. .13 - —
10% dilut., cbys., djns....lb. .07 - .07½
Picramic, kgs.....lb. .65 - .70
Picric, bbls.....lb. .35 - —
Propionic, synth., pure, 55-gal. dms., works..lb. .15 - —
tanks, works.....lb. .14 - —
Pyrocatlic, tech., bbls.....lb. 1.45 - —
cns. .....lb. 1.65 - —
USP, cryst., dms.....lb. 2.10 - 2.15
resub., dms.....lb. 2.60 - 2.65
Pyrolignecus, bbls., dlvd. E.gal. .26 - —
Ricinoleic, com'l, split (see Acid, castor oil, split).
tech., dms., works.....lb. .22 - .27
Salicylic,[1] tech., bbls., c.l.....lb. .24 - —
100 lbs. to c.l.....lb. .25 - —
smaller lots.....lb. .34 - .42
USP, bbls., c.l.....lb. .28 - —
100 lbs. to c.l.....lb. .35 - —
smaller lots.....lb. .38 - .44
Sebacic, tech., bbls., works.lb. .65 - .69
Soybean oil,[5] dist., dms.....lb. .17¾- .18¼
Stearic,[5] double-press, bgs..lb. .15¾- .16¾
single press, bgs.....lb. .15¾- .16¾
triple press, bgs.....lb. .18¾- .19¾
Succinic, bbls.....lb. .75 - —
Sulphanilic, CP, bots., works.lb. 1.60 - 1.65
tech., dms., works.....lb. .17 - —
Sulphuric,[6] 60°, cbys., c.l., E. works..100 lbs. 1.25 - —
l.c.l., 25 up, works...100 lbs. 1.50 - —
10 to 24, works....100 lbs. 1.60 - —
1 to 9, works....100 lbs. 1.80 - —
tanks, E. works.....ton.13.00 - —
66°, cbys., c.l., E. works..... 100 lbs. 1.50 - —
tanks, E. works.....ton.14.50 - —
94°, tanks, works.....ton.17.50 - —
CP, USP, dealers, cbys....lb. .06½- —
9-lb. bots.....lb. .15¾- —
consumers, cbys.....lb. .06 - —
9-lb. bots.....lb. .17 - —
fuming, 20%, tanks, E. works. ton.19.50 - —
Tannic, tech., bbls., dms....lb. .71 - .73
USP, fluffy, bbls., 1,000 lbs.lb. 1.33 - —
smaller lots.....lb. 1.35 - 1.36
powd., bbls., 1,000 lbs....lb. 1.13 - —
smaller lots.....lb. 1.15 - —
Tartaric, USP, cryst., gran., powd., bbls., 10,000 lbs., 1 ship't...lb. .70½- —
smaller lots.....lb. .71 - —
kgs. .....lb. .71½- —
Tobias, bbls.....lb. .55 - .60
Trichloroacetic, bots.....lb. 2.60 - 2.80
Tungstic,[6] CP, 100-lb. pkgs..lb. 2.94 - 3.10
pure, 100-lb. pkgs.....lb. 2.86 - —
Aconite leaves, bls.....lb. 1.40 - 1.45
Root, bls.....lb. 1.55 - 1.60
Aconitine, amorph., bots.....oz.28.00 -28.00
15-gr. vials.....vial. 1.00 - —
cryst., bots.....oz.42.00 -43.00
15-gr. vials.....vial. 1.60 - —
Acrylonitrile,[6] dms., frt. alld..lb. .29½- —
5,000 lbs. or more, works..lb. .40 - —
1 ton to 4,999 lbs., works..lb. .40½- —
1 dm. to 1 ton, works.....lb. .41 - —
tankcars, frt. alld.....lb. .39 - —
Adeps lanae,[1,6] USP, anhyd., dms., primary distributors, lb. .34 - .35½
producers .....lb. .33 - —
hyd., dms., primary distributors..lb. .32½- .34
producers .....lb. .32 - —
Adeps lanae prices for primary distributors, f.o.b. St. Louis, 1c. higher.
Agar,[1] .....lb. 3.50 - —
San Diego, Cal.....lb. 3.00 - —
Agaric, white, bls.....lb. 3.75 - 4.00
Albumen, blood, dark (see Blood, soluble). light, dms., Chicago.....lb. .65 - .70
Egg, edible,[1] cryst., powd., bbls..lb. 1.97 - —
tech., cryst., bbls.....lb. 1.55 - —
Alcohol, amyl (see also Fusel oil, refd.), ex pentane, dms., c.l., frt. alld. E. of Miss. R..lb. .141 - —
l.c.l., frt. alld.....lb. .151 - —
tanks, frt. alld.....lb. .131 - —
Alcohol, benzyl, cns.....lb. .65 - .75
dms. .....lb. .63 - —
Butyl normal,[1,6] ferment., Ill., Ind., prod., dms., frt. alld. E..lb. .1850- —
l.c.l., frt. alld. E....lb. .1850- —
tanks, frt. alld. E.....lb. .1750- —
other production, dms., c.l., frt. alld. E..lb. .1950- .2000
l.c.l., frt. alld. E....lb. .2000- .2050
tanks, frt. alld. E.....lb. .1850- .1900
synthetic, dms., c frt. alld E..lb. .11¾- —
l.c.l., frt. alld. E....lb. .12¼- —
tanks, frt. alld. E.....lb. .10¾- —

[illegible] Normal butyl alcohol prices West, ½c. per lb. higher.

secondary,[6] dms., c.l., frt. paid E. of Miss..lb. .091 - —
l.c.l., same basis.....lb. .096 - —
tanks, same basis.....lb. .06¾- —
tertiary, denat., dms., c.l..lb. .12½- —
l.c.l., dms.....lb. .13 - —
tanks .....lb. .11 - —
Cetyl, dom., CP., fiber, ctns., 1,000 lbs..lb. 1.80 - —
smaller lots.....lb. 1.90 - 2.00
Cinnamic, bots.....lb. 3.00 - —
Denatured,[1,3,6] CD14, dms., c.l., dlvd. E..gal. .54½- —
19 dms., wks., E.....gal. .56½- —
1 to 18 dms., wks., E..gal. .59½- —
tanks, E., dlvd.....lb. .50 - —
Tankcar sales require written authorization by Alcohol Tax Unit.
SD1, 190 pf., bbls., c.l., E. works..gal. .62 - —
19 bbls., E. works..gal. .64 - —
1 to 18 bbls., E. works. gal. .67 - —
tanks, E. works.....gal. .59 - —
Anhydrous 3c. per gal. higher.
SD2B, bbls., c.l., wks., E. gal. .60 - —
19 bbls., works, E..gal. .62 - —
1 to 18 bbls., works, E. gal. .65 - —
tanks, E. works.....gal. .48 - —
CD22G (replaced by SD22H).
SD22H, works, c.l., bblr..gal. .61½- —
19 bbls.....gal. .63½- —
1 to 18 bbls.....gal. .66½- —
tanks, E. works.....gal. .49½- —
SD29, denatured, with acetaldehyde, bbls., c.l., E. works, gal. .62½- —
l.c.l., 19 or more, E. works..gal. .66 - —
1 to 18, E. works..gal. .69 - —
tanks, E. works.....gal. .50½- —
When any of the several SD29 denaturants is supplied by the purchaser, the prices are the same as those for SD2B, plus 1½c. per gal. denaturing charge.
Special solvent, dms., c.l., works..gal. .55½- —
19 dms., to c.l.....gal. .57½- —
1 to 18 dms.....gal. .60¼- —
tanks, E. works.....gal. .51 - —
Tankcar sales require written authorization by Alcohol Tax Unit.
Diacetone,[6] acetone-free, dms., c.l., dlvd..lb. .11¼- .14¼
l.c.l., dlvd.....lb. .11¾- .15
tanks, dlvd.....lb. .10¼- .13½
tech., dms., c.l., dlvd.....lb. .11 - .13½
l.c.l., dlvd.....lb. .11¼- .14
tanks, dlvd.....lb. .10 - .13½
Ethyl,[6] 190 pf., dms., c.l., gal.11.94¼- —
19 dms.....gal.11.96 - —
1 to 18 dms.....gal.12.01 - —
tanks .....gal.11.90 - —
absolute, dms., c.l.....gal.12.62 - —
18 dms. to c.l.....gal.12.63¼- —
1 to 17 dms.....gal.12.68¼- —
Grain alcohol is 10c. per gallon higher.
Ethylhexyl, dms., c.l., works.lb. .24 - —
l.c.l., same basis.....lb. .25 - —
tanks, same basis.....lb. .23 - —
Furfuryl, tech., cns., works.lb. .85 - —
dms., c.l., works.....lb. .22½- —
l.c.l., works.....lb. .23 - .25
tanks, works.....lb. .20 - —
Isoamyl (see Carbinol isobutyl).
Isobutyl,[1] refd., dms., works.lb. .0830- —
tanks, works.....lb. .0760- —
Isopropyl,[2,6] refd., 91%, dms.. 5 gals., dlvd., gal. .68½- —
55 gals., c.l., dlvd....gal. .52 - —
l.c.l., dlvd.....gal. .53½- —
tanks, frt. alld.....gal. .34 - —
99%, dms., 5 gals., dlvd..gal. .65 - —
55 gals., c.l., dlvd..gal. .44 - —
l.c.l., dlvd.....gal. .47 - —
tanks, frt. alld.....gal. .31½- —
Methyl (see Methanol).
Octyl (see Alcohol, ethylhexyl).
Phenylethyl, bots., cns.....lb. 2.10 - 2.50
Polyvinyl, type A, fiber-pack, Niagara Falls..lb. .65 - .70
type B, fiber-pack, same basis, lb. .60 - .65
Propyl, normal, dm. wks..gal. .67 - .70
Tetrahydrofurfuryl, dms., c.l., Waverly, N Y..lb. .40 - —
smaller lots, same basis..lb. .44 - .50
cns., Cedar Rapids, Ia.....lb. .55 - —
Aldehol, denat. grade, dms., tanks, works..gal. .70 - .72
Aldol, dms., works.....lb. .12 - .13
denat., grd., dms.....gal. 1.20 - —
Aletris root, bgs.....lb. .90 - 1.25
Algin, bbls., fib. dms.....lb. .79 - 1.50
Alizarin (see Red, alizarin).
Alkanet root, bgs.....lb. No stocks
Allspice,[1] Mexican, bgs.....lb. .21½- .22
Aloe, Cape, cs.....lb. .50 - .52
Curacao, kgs.....lb. .70 - .75
Socotrine, kgs.....lb. .55 - .60

Wartime Status of Materials

Applications of WPB and OPA regulations to materials listed in this section are indicated by superior figures as follows:—

[1]—Specific price ceiling
[2]—Price agreement (sellers with OPA)
[3]—General Limitation Order (L order)
[4]—General Preference Order (M order)
[5]—Conservation Order (M order)
[6]—Allocation

Aloin, bbls., dms., kgs.....lb. 5.45 - 5.54
Alphanaphthol, bbls.....lb. .52 - —
Alphanaphthylamine, bbls.....lb. .52 - —
Alphapicoline, ret. dms., works, frt. equald..lb. .23½- .28½
Alphapinene, dms., c.l., wks.gal. .73½- —
l.c.l., works.....gal. .75½- —
tanks, works.....gal. .70½- —
Alphaterpineol, denat. grade, dms., c.l., works, net weight, lb. .17 - —
Alphatocopherol, amp.....gram. 1.00 - 1.10
Althea root, bls.....lb. .70 - .75
Alum, ammonia,[6] burnt, USP, bbls., kgs..lb. .16 - .18
gran., bbls., works....100 lbs. 4.00 - —
dlvd., N. Y., Phil..100 lbs. 4.00 - —
lump, bbls., works....100 lbs. 4.25 - —
dlvd., N. Y., Phil..100 lbs. 4.25 - —
powd., bbls., works....100 lbs. 4.40 - —
dlvd., N. Y., Phil..100 lbs. 4.40 - —
potash, gran., bbls., wks.100 lbs. 4.25 - —
dlvd., N. Y., Phila...100 lbs. 4.25 - —
lump., bbls., works....100 lbs. 4.50 - —
dlvd., N. Y., Phila...100 lbs. 4.50 - —
powd., bbls., works....100 lbs. 4.65 - —
dlvd., N. Y., Phila...100 lbs. 4.65 - —
Potash, chrome, bbls.....lb. .12½- .15
Soda, bbls., c.l., works...100 lbs. 3.25 - —
l.c.l., dlvd.....100 lbs. 4.25 - 5.00
Alumina acetate, basic solut., 24%, bbls., dlvd..lb. .10½- .11
solut., 20%, bbls., dlvd...lb. .09½- .10
Chloride, anhyd.,[6] com'l. dms., c.l., works..lb. .08 - —
l.c.l., works.....lb. .09 - .12
cryst., com'l dms., c.l., works, lb. .06 - —
l.c.l., works.....lb. .06½- .06¾
solut., 32 deg., cbys., c.l., works..lb. .02¾- —
l.c.l., works.....lb. .03¼- —
Fluoride, bbls.....lb. .35 - .40
Hydrate,[6] heavy, bgs., c.l., works..lb. .0310- —
bbls., c.l., works.....lb. .0340- —
l.c.l., works.....lb. .04 - —
light, bgs., dlvd.....lb. .14½- —
bbls., dlvd.....lb. .15 - —
Hydroxide gel, USP purity, conc., 9-9½% Al_2O_3, fib. dms., works..lb. .17¾- —
contract, works.....lb. .16¾- —
14-15% Al_2O_3, fib. dms..lb. .20¾- —
contract, works.....lb. .19¾- —
dried, USP XII, fib. dms., works..lb. .78 - —
contract, works.....lb. .75 - —
powd., USP IX, bbls., dms.lb. .15 - .19
Oleate, dms., contract.....lb. .24½- —
Palmitate, precip., bbls.....lb. .25 - .26
Resinate, precip., dms.....lb. .15½- —
Stearate, precip., bbls., c.l...lb. .23 - —
l.c.l.....lb. .24 - —
Sulphate, com'l, bgs., c.l., works, frt. equald..100 lbs. 1.15 - 1.25
l.c.l., works, frt. equald., 100 lbs. 1.40 - 1.50
bbls., c.l., works, frt. equald., 100 lbs. 1.35 - 1.45
l.c.l., works, frt. equald., 100 lbs. 1.60 - 1.70
iron-free, bgs., c.l., works..., 100 lbs. 2.35 - —
l.c.l., works.....100 lbs. 2.50 - —
Aluminum, 98-99%, [9],[4] c.l.....lb. .15 - —
l.c.l.....lb. .16 - —
paste,[6] lining, extra fine, 200-lb. dm..lb. .56 - .60
ink, 150-lb. dm.....lb. .71 - —
powdered,[6] lining, extra fine, 150-lb. dm..lb. .93 - —
litho, 150-lb. dm.....lb. .57 - —
standard, 200-lb. dm.....lb. .50 - —
rubber comp., 200-lb. dm..lb. .40 - —
unpolished, stand., 250-lb. dm., lb. .36 - —
varnish, stand., 300-lb. dm.lb. .40 - —

Aluminum powder and paste prices are f.o.b. shipping point. Add 1c. per lb. for 100-lb. dm., 1½c. for 50-lb. dm., 3c. per lb. for 10-lb. can, and 5c. to 12c. per lb. for smaller containers. Deduct 1c. per lb. for single shipment of 400 to 1,499 lbs., 2c. for 1,500 to 4,999 lbs., 3c. for 5,000 to 29,000 lbs., and 4c. for 30,000 lbs. or more. Where destination is within the continental U. S., a deduction equivalent to the lowest available common carrier transportation rate will be made from sellers' invoice on orders of 200 lbs. or over.

Ambergris gray, tins.....oz. 17.00 -18.00
Aminomethylpropanol, cns., dms., works..lb. .50 - .60
Aminopyrine, dms.....lb. 4.00 - —
bots.....lb. 4.25 - —
Ammonia,[6] anhydrous, fertilizer, cys., works, frt. equal..ton. 90.00 - —
refrigeration, tanks, works.lb. .05 - —
pure, cyls.....lb. .16 - —
Aqua, 26°, cbys.....lb. .05¼- —
dms., c.l.....lb. .02¾- —
l.c.l.....lb. .02¼- —
tanks, works (NH_3 content), lb. .04 - —
Benzoate, refined, dms., kgs., 4,000 lbs. cp, frt. alld..lb. .43 - —
smaller lots, frt. alld..lb. .44 - .47
Bicarbonate, dms.....lb. .0539- .0614
Bichromate,[6] bbls.....lb. .23 - .25
Bifluoride, bbls.....lb. .15 - .17
Borate, gran., bbls., kgs.....lb. .1080- —
powd., bbls., kgs.....lb. .1130- —
Bromide, NF, bbls.....lb. .31 - .35
dms.....lb. .32 - .36
Carbonate, lump, dms.....lb. .08¼- .09¼
cns.....lb. .14¼- .17¼
powdered, 1c. per lb. higher.
Chloride, tech. (see Ammoniac, sal).
USP, gran., bbls., fib. dms., kgs..lb. .13 - .15
Citrate, dibasic, bbls.....lb. .75 - —
dms.....lb. .80 - .85
Fluoride, bbls.....lb. .18 - .20
Hydroxide (see Ammonia, aqua).
Hypophosphite, NF, dms....lb. 1.25 - 1.27
jars.....lb. 1.30 - 1.35
Iodide, NF, bots.....lb. 3.71 - —
jars.....lb. 3.65 - —
Linoleate, 50%, anhyd., bbls..lb. .12 - —
Molybdate,[6] c.p., cryst., kgs..lb. 1.26 - 1.28
fine cryst., bbls., kgs...lb. .84 - .87
purified, dms.....lb. 1.10 - 1.12
Nitrate, fertilizer grade, mixture with limestone, 34% nitrogen, bgs., Ft. Robinson, Ontario..ton. 47.65 -48.05
tech., bgs., works.....100 lbs. 4.35 - 5.50
bbls., works.....100 lbs. 4.55 - —
Oleate, dms.....lb. .14 - —
Oxalate, purif., gran., bbls., kgs..lb. .27 - .33
Perchlorate, kgs.....lb. .55 - .66
Persulphate, kgs.....lb. .25¾- .28¾
Phosphate, dibasic, NF V, bbls., kgs..lb. .31 - .39
tech., bbls., c.l.....lb. .07¼- —
l.c.l.....lb. .08 - .08¼
monobasic, pure, bbls.....lb. .40 - .45
tech., bbls., c.l.....lb. .07¼- —
l.c.l.....lb. .08 - .08¼
Salicylate, NF, dms., kgs...lb. 1.15 - 1.18
Silicofluoride, bbls.....lb. .15 - .18
Stearate, anhydrous, dms....lb. .34 - —
paste, dms.....lb. .06¼- —
Sulphamate bbls., works....lb. .18 - .24
Sulphate,[1],[6] dms., bulk, inland producing ovens..ton. 28.20 - —
Atlantic Coast ports...ton. 29.20 - —
Sulphide, liquid, 40-45%, basis 100% dms., c.l., works..lb. .07¼- —
l.c.l., dlvd.....lb. .15 - —
ink, dlvd.....lb. .07¼- —

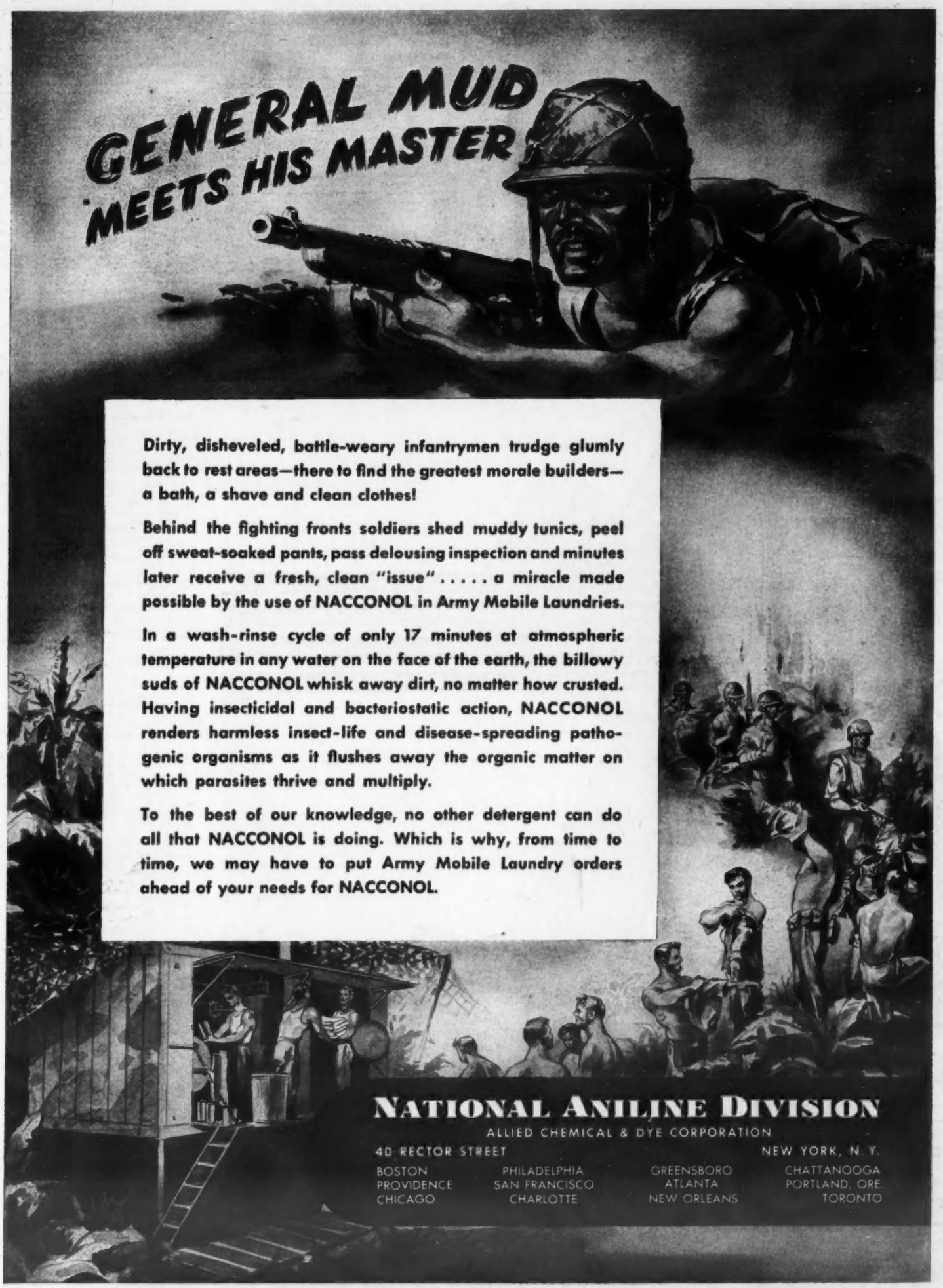
Ammonia sulphide, red, 45%, cbys., works..lb. .08 - —
dms., works.....lb. .06 - —
yellow, 33%, cbys., works..lb. .08 - —
dms., works.....lb. .06 - —
Sulphocyanide, CP, dms.....lb. .45 - .97½
tech., bbls.....lb. .17 - —
Ammoniac, gum (see Gum, ammoniac).
Sal, gray, bbls., c.l., works..., 100 lbs. 5.50 - 5.75
l.c.l., same basis..100 lbs. 6.00 - 6.70
white, gran., bbls., c.l., works, 100 lbs. 4.45 - —
l.c.l., same basis...100 lbs. 5.15 - —
Amyl acetate, ex fusel oil, tech., dms., c.l., dlvd..lb. .13 - .18
l.c.l., dlvd.....lb. .12½- .17½
tanks, dlvd.....lb. .11½- .14
ex-pentane, dms., c.l., frt. alld. E. of Miss. R..lb. .18½- —
l.c.l., same basis.....lb. .16½- —
tanks, same basis.....lb. .14½- —
Alcohol (see Alcohol, amyl).
Butyrate, dms.....lb. .75 - .80
Caproate, dms.....lb. 2.75 - —
Chloride, mixed, tech., dms., c.l., works..lb. .07 - —
l.c.l., works.....lb. .08 - —
tanks, works.....lb. .06 - —
Ether, dms., c.l., works.....lb. .09½- —
l.c.l., works.....lb. .102 - —
tanks, works.....lb. .083½- —
Nitrite, USP, bots.....lb. 1.72 - 1.80
Mercaptan, dms., works.....lb. 1.10 - —
Oleate, dms., works.....lb. .31 - —
Salicylate, bots.....lb. .85 - 1.25
Stearate, dms., works.....lb. .32½- —
Amylene, dms., c.l., works....lb. .10½- —
l.c.l., works.....lb. .11 - —
tanks, works.....lb. .09 - —
Amylnaphthalenes, mixed, crude, dms., works..lb. .14 - —
refd., dms., works.....lb. .16 - —
Anethol bots.....lb. 2.10 - 2.35
cans.....lb. 2.00 - 2.25
Angelica root, dom., bls.....lb. .70 - .80
import, natural, bls.....lb. 3.25 Nom.
Angostura bark, bls.....lb. .20 - .21
Anilin oil,[6] dms., c.l., works, frt. alld..lb. .11½- —
l.c.l., works, frt. alld....lb. .12½- —
tanks, works, frt. alld....lb. .10½- —
Salt, dms., works.....lb. .22 - .24
Anise,[1] Cyprus, bgs.....lb. .36 - .37
Ecuador, bgs.....lb. .32 - .34
Mexican, recleaned, bgs.....lb. .23½- .29
Spanish, bgs.....lb. .35 - .38½
Syrian, bgs.....lb. .29 - .29½
Turkish, bgs.....lb. .32 - .33
Anisic aldehyde, bots.....lb. 2.90 - 3.00
Annatto,[6] paste, bxs.....lb. .34 - .39
Seed, bgs.....lb. .08 - —
Anthracene, 80-85%, bbls., works, lb. .55 - —
90%, bbls. works.....lb. .65 - —
Anthraquinone, 99.5%, bbls....lb. .70 - —
Antimony butter (see Antimony chloride).
Chloride, solut., cbys.....lb. .17 - —
Metal,[2],[4] bulk, c.l., works..lb. .14½- —
Needle, Bolivian, brown, 67%, cs...lb. .18½- —
Chinese, black, 70%, cs....lb. .20 - .22
Oxide,[6] bgs., c.l.....lb. .15 - —
l.c.l.....lb. .15½- —
Salt, 52%, bbls., dlvd. E. of Miss. River..lb. .40 - —
Sulphide, 65-70%, bbls., c.l., works..lb. .17 - —
l.c.l., works.....lb. .17¼- —
Antipyrine, bbls., kgs., ton....lb. 2.00 - —
smaller lots.....lb. 2.10 - 2.20
Apomorphine, bots.....oz. 23.20 -23.70
Apple syrup,[1] bbls.....lb. .16 - .16¼
Archil extract, bbls.....lb. No stocks
Areca nuts, powd., bbls.....lb. .25 - .26
Arecolin hydrobromide, bots...oz. 11.25 -11.50
Argols, min. 70%, bgs., Argentine port, 100 kilos, 100% purity. 60.00 - —
Spanish port, 100 kilos, 100% purity. 52.00 - —
Arnica flowers, bls.....lb. 3.25 - 3.50
Root, bls.....lb. 1.00 - 1.25
Arrowroot, powd., bgs., bbls...lb. .10 - .10¼
Arsenic,[6] metal, lump, c.l.....lb. No prices
Chloride (arsenous), bots....lb. 1.55 - —
Iodide (arsenous), 5-lb. bots..lb. 5.58 - —
jars.....lb. 5.43 - —
Sulphide, yellow, bbls.....lb. .52 - .55
bots.....lb. .60 - .64
Trioxide (see Acid, arsenous).
White, powd., kgs., c.l.....lb. .04 - —
l.c.l.....lb. .04¾- —
Asafetida, cs.....lb. .45 - .68
powd., bbls., dms.....lb. .55 - .82
Asbestine (see Talc, N. Y. fibrous).
Asbestos fiber, 5D and 5K, bgs., c.l. (20 tons), Canad. mines, ton. 49.50 - —
5R, bgs., same basis.....ton. 44.60 - —
6D, bgs., same basis.....ton. 33.00 - —
7D, bgs., same basis.....ton. 28.50 - —
7F, bgs., same basis.....ton. 26.50 - —
7H, bgs., same basis.....ton. 22.50 - —
7K, bgs., same basis.....ton. 19.00 - —
7M, bgs., same basis.....ton. 16.50 - —
7R, bgs., same basis.....ton. 15.50 - —
Asphaltum, Manjak No. 10, crude, dms., works..lb. .05½- .12
process form, bgs., wks..lb. .05¾- .13
jet, bgs., 2,000 lbs., gross weight Colo. mines..ton. 30.50 - —
Barbados, Dunellen, N. J....lb. .10½- —
California, dms., c.l.....ton. 36.40 - —
l.c.l.....ton. 41.40 - —
Cuban A, bulk, c.l., N. Y..ton. 60.00 - —
l.c.l., same basis.....ton. 90.00 - —
B, bulk, c.l., N. Y.....ton. 38.50 - —
l.c.l., same basis.....ton. 55.00 - —
Egyptian, substitute, bgs., l.c.l., refinery, N. J. or Ill..lb. .08 - —
Gilsonite, brilliant black, selects, 340 F, fusing point, bgs., mines..ton. 32.90 - —
seconds, 370-390 F. fusing point, not uniform, same basis..ton. 25.50 - —
selects, 290-295 F. fusing point, same basis..ton. 30.50 - —
270 F. fusing point, same basis..ton. 30.50 - —
seconds, 300-330 F. fusing point, not uniform, same basis..ton. 25.50 - —
jet, bgs., 2,000 lbs. gross weight, Colo. mines..ton. 30.50 - —
Mexican, ref'd, dms., Texas refinery..ton. 21.00 - —
l.c.l., refinery.....ton. 21.00 -23.00
tanks, refinery.....ton. 16.00 - —
Atropine, bots.....oz. 15.00 - —
Sulphate, bots.....oz. 8.10 - —

B

Balm of Gilead buds, bgs.....lb. .62 - .68
Barbasco root,[3],[6] (see Cube root).
Barberry, root bark, bgs.....lb. .78 - .80
Barbital, dms.....lb. 3.50 - 3.60
sodium, dms.....lb. 3.75 - —
Barium carbonate, natural, 90% thru 200 mesh, bgs., c.l., works..ton. 43.00 - —
precip., bgs., c.l., works..ton. 55.00 - —
l.c.l., works.....ton. 60.00 - —
bbls., c.l., works.....ton. 60.00 - —
l.c.l., works.....ton. 65.00 - —

Barium carbonate, sulphur-free, paper bgs., works..ton. 60.00 - —
l.c.l., works.....ton. 65.00 - —
Chlorate,[6] kgs.....lb. .36 - —
Chloride, CP, cryst., bbls....lb. .25 - .27
pure, bbls., kgs.....lb. .10 - .12
tech., cryst., zone 1, bgs., c.l., dlvd..ton. 77.00 - —
l.c.l., dlvd.....ton. 90.00 - —
Zone 2, bgs., c.l., dlvd.. ton. 81.00 - —
l.c.l., dlvd.....ton. 94.00 - —
Zone 3, bgs., c.l., dlvd.. ton. 87.00 - —
l.c.l., dlvd.....ton. 100.00 - —
Zone 4, bgs., c.l., dlvd.. ton. 100.00 - —
l.c.l., dlvd.....ton. 113.00 - —
Barium chloride, tech., in bbls., $2 per ton higher. Sales zones are:—1, Ill., Ind., Ky., Mich., Md., Ohio, New England States, N. J., N. Y. Pa., Va., Wis., and principal cities of W. bank Miss. R., N. of Miss., No. of Ark. line; 2, Ala., Fla., Ga., Miss., N. C., S. C., Tenn.; 3, Ariz., Colo., Idaho, Ia., Minn., Mo., N. Mex., Utah; 4, Calif., Nev., Ore., Wash.
Dioxide, dms., c.l., works....lb. .10 - —
l.c.l., works.....lb. .12 - .13
Fluoride, bbls.....lb. .18 Nom.
Hydrate (see Hydroxide).
Hydroxide, bbls., works.....lb. .06 - .07
Iodide, bots.....lb. 4.62 - 4.82
Monoxide (see Oxide).
Nitrate, cks.....lb. .11 - .12
Oxide, dms., c.l., works.....lb. .08 - —
l.c.l., same basis.....lb. .10 - .12
grd., dms., l.c.l., works..lb. .11 - .15
Peroxide (see Dioxide).
Silicofluoride, bbls.....lb. .17- .19
Stearate, ctns., 1 ton up.....lb. .31 - —
smaller lots.....lb. .32 - —
Sulphate, tech. (see Barytes, and Blanc fixe).
X-ray, bbls.....lb. .09½- .10
kgs.....lb. .12 - —
Barytes, floated, bbls., c.l., St. Louis..ton. 27.65 - —
l.c.l., same basis.....ton. 28.65 - —
ex whse., N. Y.....ton. 36.00 - —
paper bags, c.l., St. Louis.... ton. 25.85 - —
l.c.l., same basis.....ton. 26.85 - —
ex whse., N. Y.....ton. 34.00 - —
Southern, off-color, bgs., mines, ton. 17.50 - —
95.75%, bgs., mines.....ton. 18.00 - —
Ore, bulk, mines.....ton. 8.00 - —
Bauxite,[6] bulk, mines.....ton. 7.00 -10.00
Bay leaves (see Laurel leaves).
Bayberry bark, bgs.....lb. .12 - .18
Belladonna leaves, bls.....lb. 1.30 - 1.35
Root, bls.....lb. .90 - 1.00
Bentonite, 200 mesh, bgs., works.. ton. 11.00 - —
325 mesh, bgs., works.....ton. 16.00 - —
Benzaldehyde, N.F., dms.....lb. .85 - .95
tech., cbys., dms.....lb. .45 - .55
Benzene (see Benzol).
Benzidin base, bbls.....lb. .70 - —
Benzocaine, cns.....lb. 3.20 - 3.55
Benzol,[6] (benzene), pure, nitration and 90%, dms., works, gal. .20 - —
tankcars, E. of Omaha, frt. alld. up to 2c. per gal..gal. .15 - —
W. Coast, f.o.b. Minneapolis, Colo..gal. .15 - —
Benzophenone, dms.....lb. 1.15 - 1.20
Benzoyl chloride, cbys.....lb. .22 - .24
Peroxide, pure, gran., fib. ctns., works..lb. 1.95 - —
Benzyl acetate, f.f.c., cns.....lb. .59 Nom.
dms.....lb. .55 Nom.
Alcohol (see Alcohol, benzyl).
Benzoate, a...m.s., f.f.c., dms..lb. 1.00 - 1.10
Chloride, cbys., frt. equald..lb. .22 - .24
Cinnamate, cns.....lb. 5.15 - 5.50
Formate, cns.....lb. 3.00 - 3.50
Isoeugenol, bots.....lb. 9.50 - —
Propionate, bots.....lb. 2.75 - 3.00
Salicylate, bots.....lb. 1.90 2.15
Benzylidinacetone, bots.....lb. 2.25 - 2.50
Berberine bisulphate, cns....lb. 22.50 -38.50
Hydrochloride, cns.....lb. 22.50 -38.50
Sulphate, cns.....lb. 22.50 -38.50
Berberis root, bls.....lb. .13 - .14
Betanaphthol, resublimed, dms., works..lb. .55 - .60
tech., bbls., c.l., works.....lb. .23 - —
l.c.l., works.....lb. .24 - —
Benzoate, fib. dms., works...lb. 1.75 - —
Salicylate, dms.....lb. 3.00 - —
Betanaphthylamine, tech., works, lb. .51 - —
Betapicoline, 95%, ret. dms., works..lb. 2.05 - 2.35
Beth root, bls.....lb. .33 - .35
Bismuth[5] chloride, bots.....lb. 3.00 - —
jars.....lb. 2.85 - —
Citrate, USP VIII, bots.....lb. 2.81 - 2.86
jars.....lb. 2.75 - —
Hydroxide, bots.....lb. 3.41 - 3.46
cns.....lb. 3.35 - —
Metal, ton lots.....lb. 1.25 - —
Nitrate, cryst., bots.....lb. 1.41 - 1.46
cns.....lb. 1.30 - —
Oxychloride, bots.....lb. 3.14 - 3.19
cns., kgs.....lb. 3.10 - —
Subbenzoate, bots.....lb. 3.51 - —
fib. dms.....lb. 3.40 - —
Subcarbonate, USP, bbls., dms. lb. 1.50 - 1.53
bots., cns.....lb. 1.59 - 1.63
X-ray, 5-lb. bots.....lb. 2.79 - —
fib. dms.....lb. 2.73 - —
Subgallate, NF, bots., cns....lb. 1.40 - 1.55
fib. dms.....lb. 1.40 - 1.43
Subiodide, bots.....lb. 4.19 - 4.25
fib. dms.....lb. 4.13 - —
Subnitrate, USP, powd., bbls., lb. 1.20 - 1.33
bots.....lb. 1.29 - 1.33
Subsalicylate, USP, 62-66%, bbls., fib. dms..lb. 2.50 - —
bots., cns.....lb. 2.51 - 2.59
Sulphocarbolate, bots.....lb. 3.71 - 3.76
fib. dms.....lb. 3.65 - —
Trioxide, powd., bots.....lb. 3.71 - 3.76
cns.....lb. 3.65 - —
Bismuth-ammonia, citrate, USP, powd., dms..lb. 3.40 -
cns.....lb. 3.45 - 3.50
Black, acetylene,[3] bgs., c.l., works..lb. .14 - —
Bone, 1A, bgs., bbls., c.l., frt. alld. East..lb. .17 - —
2, bgs., bbls., c.l., same basis. lb. .12 - —
3, bgs., bbls., c.l., same basis. lb. .11 - —
4, bgs., bbls., c.l., same basis. lb. .08½- —
400A, bgs., bbls., c.l., same basis..lb. .08½- —
457, bgs., bbls., c.l., same basis..lb. .11½- —
Bone black l.c.l. prices are ½c. higher than c.l. Pacific coast prices are 1½c. higher, ex dock or whse.
Carbon,[9] heads, comp., bgs., c.l., works..lb. .03550- —
bgs., ctns., l.c.l., dlvd. or whse..lb. .07½- —
regular uncompressed, bgs., c.l., works..lb. .03625- —
bgs., ctns., l.c.l., dlvd., or whse..lb. .08 - —
Charcoal (see C).
Graphite (see G).
Iron oxide, magnetic, pure, bbls., l.c.l., works..lb. .06½- —
Lamp, 1, ctns., c.l., works..lb. .06½- —
l.c.l., works.....lb. .09 - —
2, ctns., c.l., works.....lb. .10 - —
l.c.l., works.....lb. .11 - —

Black, lamp, 2A, ctns., c.l., works..lb. .12 - —
l.c.l., works.....lb. .13½- —
3, ctns., c.l., works.....lb. .14½- —
l.c.l., works.....lb. .15½- —
4, ctns., c.l., works.....lb. .16½- —
l.c.l., works.....lb. .17½- —
5, ctns., c.l., works.....lb. .20 - —
l.c.l., works.....lb. .26 - —
6, ctns., c.l., works.....lb. .26½- —
l.c.l., works.....lb. .27½- —
7, ctns., c.l., works.....lb. .37½- —
l.c.l., works.....lb. .38½- —
Mineral, vine type, bbls., l.c.l., works..lb. .04¾- —
Vine, A, bbls.....lb. .04½- .05
B, bbls.....lb. .05¾- —
kegs.....lb. .06 - —
Black dyes listed under Dyes.
Black haw root bark, bls.....lb. .40 - .45
Tree bark, bls.....lb. .26 - .27
Black Indian hemp root, bls....lb. .20 - .26
Blanc fixe, dry, by-product, bgs., c.l., works..ton. 60.00 —
l.c.l., works.....ton. 67.50 - —
direct process, bgs., c.l., works, ton. 70.00 - —
l.c.l., works.....ton. 75.00 - —
bbls., c.l., works.....ton. 75.00 - —
l.c.l., works.....ton. 80.00 - —
pulp, 66⅔%, bbls., c.l., wks.... ton. 40.00- —
l.c.l., same basis.....ton. 46.50 - —
Bleaching powder,[2],[6] dms., c.l., works..100 lbs. 2.50 - 3.10
l.c.l., works.....100 lbs. 2.75 - 3.60
Blood, dried, 16-16½% ammon., bgs..unit-ton. 5.53 - —
high-grade, unground, 16-17% ammon., bulk, Chicago, unit-ton. 5.53 - —
soluble, bgs., c.l., Chicago...lb. .13¼- —
smaller lots, Chicago.....lb. .15 - .20
Bloodroot, bls.....lb. No stocks
Blue,[1] alkali, dry, bbls., dlvd. N. of Tenn. and N. C. E. of Miss. River including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis, lb. 1.75 - —
toner, bbls., same basis..lb. .85 - .90
Celestial, bbls., same basis..lb. .10 - .12
Cobalt,[6] genuine, bbls., same basis..lb. 4.90 - —
Imitation (see Blue, ultramarine).
Copper phthalocyanin, full strength, bbls., same basis.. lb. 3.50 - 3.75
80%, bbls., same basis..lb. 3.30 - —
green shade, bbls., same basis..lb. 4.50 4.76
Iron, Chinese, bbls., same basis. lb. .36 - —
Milori, bbls., same basis..lb. .36 - —
Prussian, bbls., same basis. lb. .36 - —
Soluble, bbls., same basis6 lb. .36 - —
Molybdated, Victoria, same basis..lb. 3.15 - —
Peacock, fugitive, 100% color strength, same basis..lb. .52 - —
permanent, toner, green shade, tungstic..lb. 4.00 - —
molybdic.....lb. 3.50 - —
Potash, C.P., bbls., same basis. lb. .42 - —
Soda, C.P., bronze, bbls., same basis..lb. .36 - —
Ultramarine, dry or pulp, cobalt grades, bbls., same basis..lb. .23 - .27
job, grades, bbls., same basis. lb. .12 - .13
reg., grades, bbls., same basis. lb. .17 - .27
Victoria, toner,[1] tungstic, bbls., lb. 3.30 - —
molybdic, bbls..lb. 3.15 - —
ink toner, bbls., same basis, lb. 1.82 - —
syn. vehicle, bbls., same basis..lb. 1.95 - —
Violet toner, molybdic, kgs., same basis..lb. 1.25 - —
tungstic, kgs., same basis.. lb. 2.10 - —
Blue dry colors, dlvd. prices, ½c. higher Ala., Fla., Ga., La. (Shreveport, 1½c.); Miss., N. C., S. C., Tenn., Tex. (El Paso, 2c.); Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1.6c. higher, Pac. Coast; Denver, Pueblo, Salt Lake City, Wichita, frt. equalized with Chicago.
Blue dyes are listed under Dyes.
Bluefag root, bls.....lb. .200 - .30
Blue mass, USP, cns., tube.....lb. 1.67 - 1.84
powd., bots., cns., dms.....lb. 1.70 - 1.84
Bluestone (see Copper sulphate).
Blue vitriol (see Copper sulphate).
Bone, raw, bulk, Chicago....ton. 37.50 -35.00
junk, bulk, same basis....ton. 31.00 - —
Meal, 4½% ammon., 50% phos., bgs., E. works..ton. 37.50 - —
Chicago, works.....ton. 39.50 - —
steamed, feeding grade, 1% ammon., 60% phos., bgs., E. works....ton. 47.00 - —
Chicago works.....ton. 51.00 - —
fertilizer grade, 3% ammon., 50% phos., bgs., E. wks. ton. 38.50 - —
Chicago works.....ton. 37.00 - —
Precipitated (see Calcium phosphate tribasic, precip.).
Phosphate, defluorinated (see under D).
Boneset leaves, bls.....lb. .12 - .13
Borage flowers, bls.....lb. .70 - .95
Borax,[2] tech., 99½%, gran., bulk, c.l., frt. alld..ton. 41.50 - —
bgs., c.l., frt. alld.....ton. 45.00 - —
ton lots, ex whse....ton. 56.00 - —
less ton lots, ex whse. ton. 61.00 - —
bbls., c.l., frt. alld...ton. 55.00 - —
ton lots, ex whse....ton. 66.00 - —
less ton lots, ex whse. ton. 71.00 - —
powd., bgs., frt. alld...ton. 50.00 - —
ton lots, ex whse....ton. 61.00 - —
less ton lots, ex whse. ton. 66.00 - —
bbls., c.l., frt. alld....ton. 60.00 - —
ton lots, ex whse....ton. 71.00 - —
less ton lots, ex whse. ton. 66.00 - —
USP, $15 per ton higher.
Bordeaux mixt., dms., c.l., whse., works, frt. alld..lb. .11 - —
l.c.l., same basis.....lb. .11¼- —
Bornyl thiocyanoacetate, cbys. or dms. extra works.....gal. 4.95 - —
Brasilwood extract (see Hypernic).
Brimstone (see Sulphur).
Bromine, purif., ca., 1,000 lbs., frt. alld. E. of Rockies..lb. .25 - .30
single pkgs., same basis..lb. .30 - .35
Bromoform, USP.....bots. 1.50 - —
Bromstyrol .....lb. 4.50 - 5.00
Bronze powder, aluminum (see A). gold, litho., cns., dms., works, lb. .60 - .65
moulding, cns., dms., same basis..lb. .80 - 1.00
printing ink, cns., dms., same basis..lb. .85 - 1.20
radiator, cns., dms., same basis..lb. .45 - .50
Broomtop, bls.....lb. .16 - .18
Brown,[5] iron-oxide, pure, precip., cks., works..lb. .12 - —
metallic, bbls., c.l., works. lb. .06½- —
Sap, crystals, works.....lb. .12 - —
powdered.....lb. .13 - —



Dirty, disheveled, battle-weary infantrymen trudge glumly back to rest areas—there to find the greatest morale builders—a bath, a shave and clean clothes!

Behind the fighting fronts soldiers shed muddy tunics, peel off sweat-soaked pants, pass delousing inspection and minutes later receive a fresh, clean "issue" . . . . . a miracle made possible by the use of NACCONOL in Army Mobile Laundries.

In a wash-rinse cycle of only 17 minutes at atmospheric temperature in any water on the face of the earth, the billowy suds of NACCONOL whisk away dirt, no matter how crusted. Having insecticidal and bacteriostatic action, NACCONOL renders harmless insect-life and disease-spreading pathogenic organisms as it flushes away the organic matter on which parasites thrive and multiply.

To the best of our knowledge, no other detergent can do all that NACCONOL is doing. Which is why, from time to time, we may have to put Army Mobile Laundry orders ahead of your needs for NACCONOL.

NATIONAL ANILINE DIVISION
ALLIED CHEMICAL & DYE CORPORATION
40 RECTOR STREET NEW YORK, N. Y.

BOSTON PHILADELPHIA GREENSBORO CHATTANOOGA
PROVIDENCE SAN FRANCISCO ATLANTA PORTLAND, ORE.
CHICAGO CHARLOTTE NEW ORLEANS TORONTO

Brown, sienna, burnt, American, bbls., works	lb.	.03¾- .05
pap. bgs., c.l., same basis.	lb.	.0235- —
Italian type, bbls., works.	lb.	.03¾- .10¾
raw, American, bbls., works,	lb.	.04 - .10
Italian type, bbls., wks..	lb.	.03 - .10
Umber, Amer., bbls., works.	lb.	.03¾- —
Italian type, bbls., works.	lb.	.04¾- —
Turkey type, bbls., l.c.l., f.o.b. Boston, Bethlehem, Easton, Pa., N. Y.	lb.	.04¾- —
St. Louis, Chicago, Indianapolis, New Orleans.	lb.	.05¼- —
Kansas City	lb.	.05¾- —
Minneapolis	lb.	.0585- —
Pittsburgh	lb.	.05 - —
bbls., ex car, Los Angeles.	lb.	.05¾- —
Portland, San Francisco, Seattle.	lb.	.05½- —
ex whse, Los Angeles.	lb.	.05¾- —
Portland, San Francisco, Seattle.	lb.	.05¾- —
Vandyke, reg., bbls., works..	lb.	.09 - —
special, bbls., same basis.	lb.	.12 - —
Brucine, 100 oz. cns.	oz.	.35 - —
sulphate, 100 oz. cns.	oz.	.30 - —
Bryonia root, bls.	lb.	.85 - .90
Buchu leaves, bls.	lb.	.80 - .85
Buckthorn bark, bls.	lb.	.82 - .84
Berries, bgs.	lb.	.70 - .75
Burdock root, bls.	lb.	.32 - .33
Burgundy pitch, dms.	lb.	.06 - —
Butane,[1] indust., tanks, Group 3.	gal.	.02½- —
Butternut bark, bls.	lb.	.08 - .09
Butyl acetate, normal,[1,6] ferment, Ill., Ind., prod., dms., c.l., frt. alld. E. of Miss. R.	lb.	.1790- —
l.c.l., frt. same basis,	lb.	.1840- —
tanks, same basis.	lb.	.1690- —
other production dms., c.l., same basis.	lb.	.1870- .2765
l.c.l., same basis.	lb.	.1920- .2815
tanks, same basis.	lb.	.1800- .2665
synthetic, dms., c.l., same basis.	lb.	.11¾- —
l.c.l., same basis.	lb.	.12¼- —
tanks, same basis.	lb.	.10¾- —
Normal butyl acetate W. of Miss. R. ½c. per lb. higher.		
secondary,[1,6] dms., c.l., divd. E. of Miss. R.	lb.	.09¾- —
l.c.l., same basis	lb.	.10 - —
tanks, same basis.	lb.	.08½- —
Alcohol (see Alcohol, butyl)		
Aldehyde, dms., c.l., works.	lb.	.15½- —
l.c.l., works.	lb.	.16½- —
tanks, works.	lb.	.14½- —
Carbinol, secondary, l.c.l., dms., works.	lb.	.60 - —
Chloride, normal, dms., c.l., works.	lb.	.32 - —
l.c.l., works.	lb.	.35 - —
Ether (see Ether, butyl).		
Lactate, dms.	lb.	.20½- —
Laurate, dms., works.	lb.	.42 - —
Myristate, dms., works.	lb.	.41 - —
Oleate, ref'd, dms., works.	lb.	.35 - —
tech., dms., works.	lb.	.29 - —
Phenylacetate, dms.	lb.	2.00 - 2.25
Phthalate (see Dibutyl Phthalate)		
Propionate, dms., divd.	lb.	.16¼- .17
tanks	lb.	.15¼- —
Stearate, dms.	lb.	.51 - —
Butyric ether, bots.	gal.	6.50 - 6.95
cans, works.	lb.	.65 - .70
dms., works.	lb.	.60 - —

C

Cadmium bromide,[6] jars.	lb.	1.65 - 1.70
bots.	lb.	1.84 - 1.91
Iodide,[6] bots.	lb.	4.22 - —
cans	lb.	4.09 - —
Lithopone (see Yellow)		
Metal,[1,4] pat. shapes, cs., divd.,	lb.	.95 - —
Ingots or sticks.	lb.	.90 - —
Red (see Red).		
Selenide (see Red).		
Sulphide (see Yellow).		
Caffeine,[1] dms., makers, primary distrib., 100 lbs. or more.	lb.	2.80 - 2.85
25 to 100 lbs.	lb.	2.95 - 3.10
smaller lots.	lb.	3.15 - 3.25
anhydrous, dms., 100 lbs. or more.	lb.	3.00 - 3.05
25 to 100 lbs.	lb.	3.15 - 3.20
smaller lots.	lb.	3.35 - 3.45
Citrated,[1] dms., makers, primary distrib., 100 lbs., or more.	lb.	1.95 - —
smaller lots.	lb.	2.05 - 2.20
Hydrobromide, bots.	lb.	6.29 - 5.37
Calabar beans, bgs.	lb.	.35 - .40
Calamus root, dom., bls.	lb.	.30 - .45
Calcium acetate, bgs., divd. 100 lbs.		3.00 - 4.00
Arsenate,[6] bgs., c.l., whse., works, frt. alld.	lb.	.07 .08
l.c.l., same basis.	lb.	.07½- .08¼
Bromide, jars.	lb.	.65 - .70
Carbide,[9] dms., c.l., divd. 100 lbs.		4.75 - —
l.c.l., f.o.b. whse. 100 lbs.		4.85 - —
Carbonate (see Chalk and Whiting).		
Calcium chloride, flake, 77-80%, paper bgs., c.l., divd.	ton.	18.50 -35.00
l.c.l., 15 tons, divd.	ton.	21.50 -35.50
5-ton lots.	ton.	28.50 -41.00
liquor, basis 40%, tanks, wks.	ton.	7.50 - —
purified, cryst., bbls., jars.	lb.	.28 - .29
solid, 73-75%, dms., c.l., divd.	ton.	18.00 -31.50
l.c.l., 15 tons, divd.	ton.	21.45 -25.45
5-ton lots.	ton.	28.45 -40.95

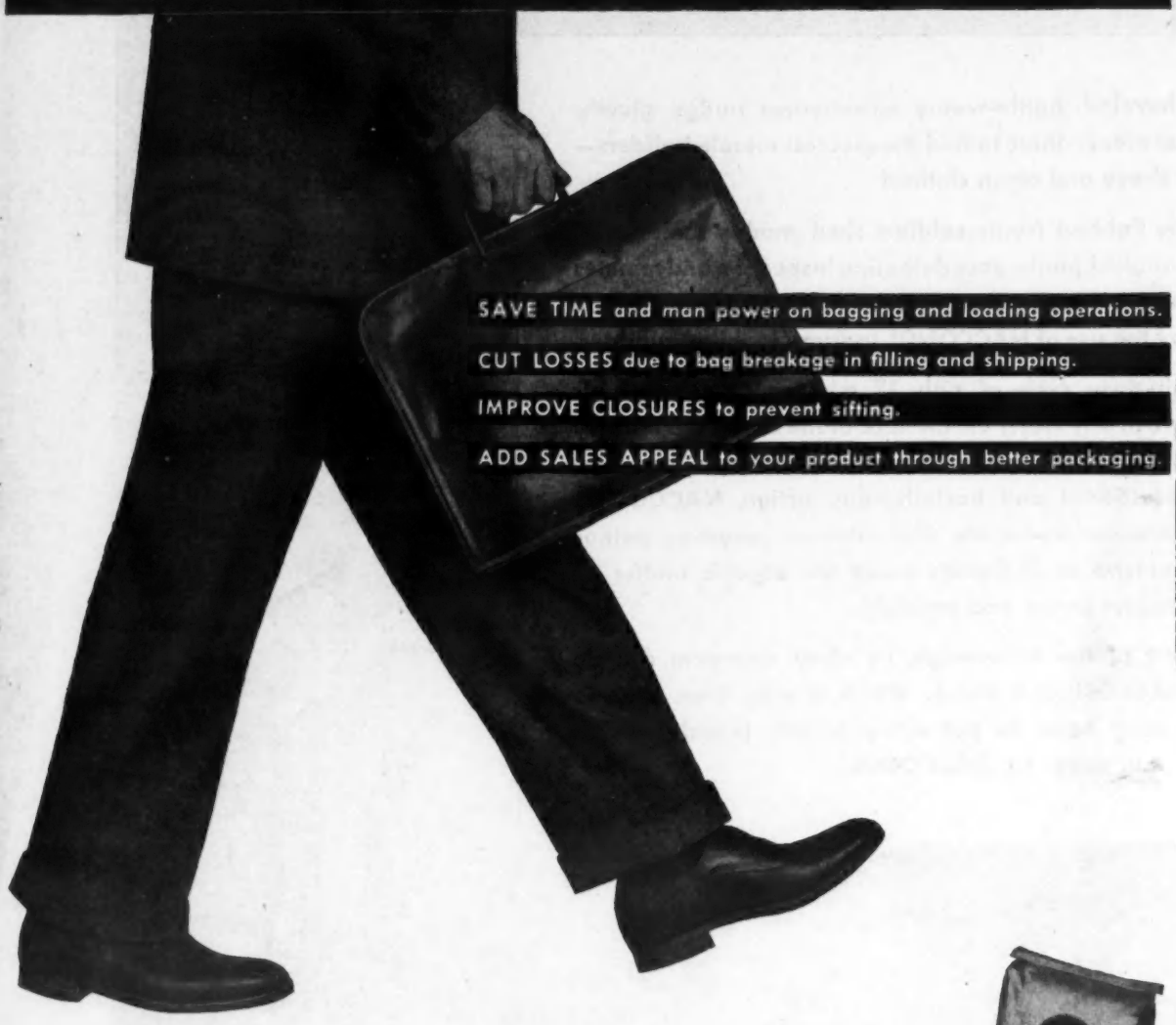
Calcium chloride prices vary according to zone; min. prices, spot. C.l. prices for flake in burlap paper-lined bags, $2.50 per ton over paper bags, drums $3.50 or ton over paper bags.

Gluconate, USP, gran., bbls.	lb.	.52 - —
dms.	lb.	.57 - .58
cns.	lb.	.70 - —
Powd., 2c, per lb. lower.		
Glycerophosphate, fib. dms., 1,000-lb. lots.	lb.	1.28 - —
100-lb. lots.	lb.	1.40 - —
cns., 25 lbs.	lb.	1.65 - —
Hypophosphite, cns.	lb.	.62 - .65
Iodide, bots., jars.	lb.	4.04 - 4.19
Lactate, USP, bbls.	lb.	.25 - .27
Mandelate, dense, dm.	lb.	2.05 - 2.30
fluffy, dms.	lb.	2.05 - 2.30
Palmitate, bbls.	lb.	.18 - .20
Pantothenate, dex., 100-gram bots., per gram.		.25 - —
Phosphate, feeding grade, bgs., works.	ton.	75.00 - —
food grade, 10 bbls. or over, works.	lb.	.07 - .07¾
5 to 9 bbls., works.	lb.	.08 - .09
1 to 4 bbls., works.	lb.	.10 - —
medicinal, bbls.	lb.	.11½- .12
dms.	lb.	.12½- .13
monobasic, cryst., bgs., c.l., works, frt. equaid.	lb.	.05¾- —
l.c.l., frt. equaid.	lb.	.06 - .06¼
tribasic, bbls., c.l., works.	lb.	.0635- —
Resinate, precip., bbls.	lb.	.15 - .16
Silicate, hydrated, 50-lb. paper bags, c.l., works.	lb.	.05¼- —
l.c.l., works.	lb.	.06 - —
Stearate, precip., bbls., c.l., works.	lb.	.25 - —
l.c.l., same basis.	lb.	.26 - .28
Sulphate (see Gypsum).		
Sulphide, 70%, bgs., c.l., works.	ton.	45.00 - —
90%, bgs., c.l., works.	ton.	80.00 - —
luminous, tins, works.	100 lbs.	No stocks
Sulphocarbolate, bbls.	lb.	.49 - —
Calcium-strontium-sulphide, phosphorent, dms., works, frt. alld.	lb.	1.50 - 1.75
Calendula flowers, bls.	lb.	8.25 - 8.80
Calomel,[2] bbls., dms.	lb.	2.95 - 2.98
bots.	lb.	3.09 - 3.12
Camphor, natural.	lb.	No stocks
synth., tech., bbls., contract, 2,000 lbs. or more, works.	lb.	.41 - —
10 bbls. (1,500 lbs.)	lb.	.43¼- —
5 to 9 bbls.	lb.	.44 - —
1 to 4 bbls.	lb.	.45 - —
smaller lots.	lb.	.47 - .54
USP gran., powd., bbls., 2,000-lb. lots.	lb.	.66 - —
1,000-lb. lots.	lb.	.69 - —
smaller lots.	lb.	.70 - —
tablets, 2,000-lb. lots.	lb.	.51 - —
1,000-lb. lots.	lb.	.52 - —
smaller lots.	lb.	.62 - —
Monobromate, dms.	lb.	3.10 - 3.25
Canada balsam (see Fir balsam).		
Canary seed,[1] Argentine, bgs.	lb.	No stocks
Canella alba bark, bls.	lb.	.29 - .30
Cantharides, Chinese, cs.	lb.	2.25 - 2.30
powd., bxs.	lb.	2.45 - 2.50
Russian, cs.	lb.	6.00 - 6.25
powd., bxs.	lb.	6.25 - 6.30
Capsicum (see Pepper, red).		
Caraway seed,[1] Dutch, bgs.	lb.	1.10 - 1.15
Morocco, dewhiskered, bgs.	lb.	.75 - .76
Spanish, dewhiskered, bgs.	lb.	.64 - .65
Syrian, dewhiskered, bgs.	lb.	.56 - .57
natural, bgs.	lb.	.45 - .46
Catnip, bls.	lb.	.25 - .30
Carbazole, 95%, dms., ton lots, works.	lb.	.70 - —
smaller lots, works.	lb.	.80 - —
95%, dms., ton lots, works.	lb.	.75 - —
smaller lots, works.	lb.	.85 - —
Carbinol, butyl, norm. (see Amyl alcohol, normal).		
Diethyl, l.c.l., works.	lb.	.60 - —
Dimethylethyl, l.c.l., works.	lb.	.60 - —
Isobutyl, dms., c.l., works.	lb.	.225 - —
l.c.l., works.	lb.	.235 - —
tanks, works.	lb.	.215 - —
Carbon bisulphide, 55-gal. dms., c.l., frt. alld. E. of Miss. R., N. of Ohio R.	lb.	.05 - —
l.c.l., same basis.	lb.	.05¾- —
5-gal. dms., c.l., same basis.	lb.	.07 - .07½
l.c.l., same basis.	lb.	.08 - .08½
Dioxide, cyls.	lb.	.06 - .08
Tetrachloride,[1,3] Zone 1, 52½-gal. dms., c.l., frt. alld.	gal.	.73 - —
l.c.l., frt. alld.	gal.	.80 - —
5 or 10-gal. dms., c.l., frt. alld.	gal.	.97 - —
l.c.l., frt. alld.	gal.	1.07 - —
Zone 2, 52½-gal. dms., c.l., frt. alld.	gal.	.80 - —
l.c.l., frt. alld.	gal.	.87 - —
5 or 10-gal. dms., c.l., frt. alld.	gal.	1.04 - —
l.c.l., frt. alld.	gal.	1.14 - —
Zone 3, 52½-gal. dms., c.l., frt. alld.	gal.	.94 - —
l.c.l., frt. alld.	gal.	1.00 - —
5 or 10-gal. dms., c.l., frt. alld.	gal.	1.17 - —
l.c.l., frt. alld.	gal.	1.27 - —
Zone 4, 52½-gal. dms., c.l.	gal.	.83 - —
l.c.l.	gal.	.90 - —
Zone 4, 5 or 10-gal. dms., c.l.	gal.	1.07 - —
l.c.l.	gal.	1.17 - —

Carbon tetrachloride prices are frt. alld. with the exception of Zone 4, where prices are f.o.b. cars, L. A., Cal.; S. F., Cal.; Portland, Ore., and Seattle, Wash. Sales zones are:—1, Conn., Del., Ill., Ind., Ia., Me., Mass., Md., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., O., Pa., R. I., Tenn., Va., W. Va., Wis., and river cities of Burlington, Ia., and Kansas City, Kans.; 2, Ala., Ark., Fla., Ga., Kans., La., Miss., Neb., N. D., Okla., S. C., S. D.; 3, Colo., N. Mex., Tex., and Montana points E. of Billings; 4, Ariz., Cal., Idaho, Nev., Ore., Utah, Wash. and Montana points W. of Billings.

Cardamom,[1] bleached, cs.	lb.	1.65 - 1.70
decorticated, cs.	lb.	1.50 - 1.60
green, Aleppey, bgs.	lb.	1.08 - 1.10
Ceylon, cs.	lb.	1.00 - 1.05
Caramel coloring, bbls.	gal.	.70 - 1.10
Carvol, bots.	lb.	22.50 -23.00
Cascara sagrada bark, bulk.	lb.	.29 - .32
Case hardening mixture, 30% gran., dms., l.c.l.	lb.	.09¾- —
slabs, dms., l.c.l.	lb.	.08¾- —
Casein,[1] domestic, acid-precip., bgs., 100 bgs. or more, ship't point.	lb.	.24 - —
20 to 99 bgs., same basis.	lb.	.24¼- —
less than 20 bgs., same basis.	lb.	.24¾- —

A BEMIS MULTIWALL PAPER BAG EXPERT may help you


SAVE TIME and man power on bagging and loading operations.
CUT LOSSES due to bag breakage in filling and shipping.
IMPROVE CLOSURES to prevent sifting.
ADD SALES APPEAL to your product through better packaging.

He's at your service without cost or obligation

You can benefit from the counsel of a Bemis Multiwall Paper Bag Expert whether you are a Bemis customer or not. So please feel free to call upon us any time you have a troublesome bagging problem. You'll find the Bemis Man an expert on all phases of such problems, from bag design to closing machinery, shipping and storing. Let him study your bagging operations to see if he can increase output, lower man power, cut costs or reduce waste for you. His call will cost you nothing and place you under no obligation.

SAVE 8 MEN IN PACKING AND LOADING OPERATION

A plant shipping products in multiwall bags required 16 men to pack and load their output. A Bemis Multiwall expert recommended rearrangement of packing equipment and slight mechanical changes. Results: 8 men doing the work previously requiring 16!

BEMIS BRO. BAG CO.

Better Bags for 85 Years

Peoria, Ill. • East Pepperell, Mass. • Mobile, Ala.
San Francisco, Calif. • Wilmington, Calif. • St. Helens, Oregon

Baltimore • Boston • Brooklyn • Buffalo • Charlotte • Chicago • Denver • Detroit • Houston • Indianapolis • Kansas City • Los Angeles • Louisville • Memphis • Minneapolis • New Orleans • New York City • Norfolk • Oklahoma City • Omaha • St. Louis • Salina • Salt Lake City • Seattle • Wichita

Casein, dom., rennet - precip., bgs., 100 bgs. or more, same basis	lb.	.25½-	—
20 to 99 bgs., same basis	lb.	.25¾-	—
less than 20 bgs., same basis	lb.	.26¼-	—
Argentine, bgs., 100 lbs. or more, c. & f.	lb.	.12 -	.12½
Cassia,[1] Batavia, No. 1, thin quill	bls. lb.	.60	Nom.
regular, bls.	lb.	.58	Nom.
shortstick	lb.	.53	Nom.
broken	lb.	.51	Nom.
Chinc bls.	lb.	.60	Nom.
rolls, select, bls.	lb.	.55	Nom.
broken, bls.	lb.	.52	Nom.
Saigon, all medium, bls.	lb.	.61	Nom.
all thin, bls.	lb.	.62 -	Nom.
Cassia, fistula, bskts.	lb.	.24 -	.25
Castor beans, f.o.b. Brazilian ports	long ton.	75.00 -	—
Oil (see Oil, castor).			
Pomace,[1] guaranteed 5½% ammon. bgs., c.l., works	unit-ton.	2.90 -	—
Castoreum, nat., cns.	lb.	12.50	-13.00
synth., bots.	lb.	19.00 -	—
Catechol, resublimed, frt. alld. E. of Miss., dms.	lb.	3.50 -	—
Celery seed,[1] Indian, bgs.	lb.	.26½-	.27½
French	lb.	1.60 -	1.70
Celluloid scrap (see Pyroxylin scrap).			
Cellulose acetate,[4,6] flake, ctns., works, frt. alld.	lb.	.30 -	—
granules, ctns., same basis	lb.	.35 -	—
Triacetate,[4,6] flake, ctns., works, frt. alld.	lb.	.30 -	—
Cerium hydrate, dms., works	lb.	.60 -	—
Oxalate, USP, bbls., works	lb.	.35 -	—
kgs., works	lb.	.37 -	—
Oxide, optical grade, kgs., 100-lb. lots, works	lb.	1.50 -	—
smaller lots, kgs., same basis.	lb.	2.00 -	—
Chalk, precipitated, cosmetics, dentifrices, and drugs, bgs., c.l., works	lb.	.02⅞-	—
paint and other industries, bgs., c.l., works	ton.	40.00 -	—
papermakers, bgs., c.l., works.	ton.	32.50 -	—
rubbermakers, bgs., c.l., works.	ton.	80.00 -	—
Chamomile, Hungary type, cs.	lb.	.60 -	.65
Roman, bls.	lb.	3.25	Nom.
Charcoal,[1,2] pinewood, bulk, c.l., shipping points	ton.	15.00 -	—
softwood, gran., bgs., c.l., dlvd. Ala., Del., Ga., Ky., Md., Miss., N. J., N. Y., N. C., S. C., Tenn., W. Va.	ton.	35.40 -	—
Conn., Me., Mass., N. H., R. I., Vt.	ton.	35.80 -	—
Ill., Ind., Iowa, Mich., Minn., Mo., Neb., O., Wis.	ton.	32.50 -	—
Penn.	ton.	34.80 -	—
Willow, powd., bbls.	lb.	.06 -	.07
Chestnut Extract,[1,6] clarif., 25% tan., bbls., c.l., works	lb.	.0285-	—
tanks, works	lb.	.0225-	—
powdered, 65% tan	lb.	.065 -	—
Chillies (see Pepper, red).			
China clay, dom., dry-grd., air-float, 99.75%, 300 mesh, bgs., c.l., works	ton.	9.50 -	—
l.c.l., works	ton.	16.00 -	—
bulk, c.l., works	ton.	7.50 -	—
200 mesh, bgs., c.l., wks.	ton.	8.50 -	—
l.c.l., works	ton.	9.50	-15.50
wet grd., silkbolt, 99.9%, 325 mesh, bulk, c.l., works.	ton.	9.50 -	—
paper bgs., c.l., works.	ton.	12.50 -	—
Import, white, lump, bulk, c.l., ex dock Balto., Boston, Norfolk, Phila.	ton.	19.00	-24.00
powd., cks., l.c.l., ex whse.	ton.	41.00 -	—
Chloral hydrate, jars	lb.	.93 -	.98
dms.	lb.	.90 -	.95
Chlorinated rubber,[6] standard, ctns., 100 lbs. up, works	lb.	.32 -	—
smaller lots, works	lb.	.35 -	—
Chlorine,[2,3,6] liquid, cyls., c.l.	lb.	.05¾-	—
contracts	lb.	.06¼-	—
l.c.l.	lb.	.07¼-	—
tanks, single units, works, frt. equald.	100 lbs.	1.75 -	—
multiple units, 3 or over, works, frt. equald.	100 lbs.	2.00 -	—
2, works, frt. equald.	100 lbs.	2.50 -	—
1, works, frt. equald.	100 lbs.	3.00 -	—
Chloroform, tech., dms.	lb.	.20 -	.22
USP, dms.	lb.	.30 -	.35
Chlorpicrin, com'l, 150-lb. cyls., frt. alld.	lb.	.30 -	—
100-lb. cyls., frt. alld.	lb.	.32 -	—
25-lb. cyls., ex-whse.	lb.	1.00 -	—
1-lb. bots., ex-whse.	lb.	1.25 -	—
Chrome acetate, powd., 24%, bbls.	lb.	.22 -	—
solut., 8%, bbls., cs.	lb.	.07½-	—
7½%, bbls., cs.	lb.	.06¼-	—
Cake, bulk, c.l., works	ton.	16.00 -	—
Ore,[5] residue, paper bgs., c.l., works.	ton.	15.00 -	—
Oxide (see Green, chrome).			
Trioxide (see Acid, chromic).			
Yellow (see Yellow, chrome).			
Chrysarobin, bot.	lb.	6.03	- 6.09
Cinchona bark,[6] red, quill, USP, 10 in., cs.	lb.	1.20	Nom.
broken, bgs.	lb.	.19	Nom.
yellow, quill, bgs.	lb.	.19	Nom.
Cinchonidine,[6] small, cryst., cns., 100	oz.	.80	+ .13½*
Sulphate, NF, cns., 100 ozs.	oz.	.80	+ .13½*

* Surcharge to cover present war-risk insurance, higher ocean freight rates and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchonine,[6] small, cryst., cns., 100 ozs.	oz.	.62	+ .13½*
large cryst., cns., 100 ozs.	oz.	.66	+ .13½*
Sulphate, NF, cns., 100 ozs.	oz.	.42	+ .13½*

* Surcharge to cover present war-risk insurance, higher ocean freight rates and other expenses over the cost of natural business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Cinchophen, USP, bots.	lb.	3.70	- 3.80
dms.	lb.	3.50	- 3.60
Heavy density cinchophen 20c. per lb. higher.			
Cinnamic alcohol (see Alcohol, cinnamic).			
Aldehyde, cns., dms.	lb.	2.00	- 2.90
Cinnamon,[1] Ceylon, 2, bls.	lb.	.62½	Nom.
chips, bgs.	lb.	.56	Nom.
Citral, bots., cns.	lb.	2.85	- 4.75
Citrine ointment,[6] cns., dms., jars.	lb.	.96	- 1.20
Citronellal, bots., dms.	lb.	2.75	- 3.25
Citronellol, bots., dms.	lb.	6.00	- 7.00
Clove,[1] Zanzibar	lb.	.21¾-	.22¼
Clover tops, red, bgs.	lb.	.27 -	.28
Coaltar, coal-gas, crude, bbls., l.c.l., works	bbl.	8.75 -	—
c.l., works.	bbl.	8.25 -	—
tanks, works	gal.	.07½-	—
refd., bbls., c.l., works	bbl.	8.75 -	—
l.c.l., works	bbl.	9.25 -	—
tanks, works	gal.	.06½-	—
water-gas, crude, dms., c.l., works.	bbl.	8.25 -	—
l.c.l., works	dm.	8.75 -	—
refd., dms., c.l., works.	dm.	9.25 -	—

Cobalt acetate,[6] bbls., kgs., dlvd.	lb.	.83¾-	—
feed grade, 49.5% Co., kgs.	lb.	1.25 -	—
Carbonate,[6] powd., bgs., works.	lb.	1.58 -	—
feed grade, 25% Co., kgs.	lb.	1.85 -	—
Chloride, kgs., works	lb.	.87½-	—
feed grade, 24.5% Co., kgs.	lb.	1.25 -	—
Hydrate,[6] bbls.	lb.	2.04 -	—
feed grade, 62% Co., kgs.	lb.	2.25 -	—
Linoleate, paste, 5%, dms.	lb.	.32 -	.35
solid, 8½%, dms.	lb.	.44 -	—
Nitrate, feed grade, 20.4% Co., kgs.	lb.	1.25 -	—
Oleate, bbls.	lb.	.44	Nom.
Oxide,[6] black, kgs.	lb.	1.84 -	—
Phosphate, feed grade, 34% Co., kgs.	lb.	1.75 -	—
Resinate, fused A, bbls.	lb.	.15 -	—
1% cobalt oxide, bbls.	lb.	.15 -	—
2% cobalt oxide, bbls.	lb.	.16 -	—
3½% cobalt oxide, bbls.	lb.	.18 -	—
precip., dms., dlvd.	lb.	.36½-	—
Sulphate,[6] dms.	lb.	.65 -	—
feed grade, 21% Co., kgs.	lb.	1.00 -	—

Cobalt salts, feed grade, quotations are f.o.b. Philadelphia, Cleveland, or New York.

Cobalt-ammonium sulphate, 14% Co., kgs.	lb.	.75 -	—
Cocaine hydrochloride, 100 ozs., cns.	oz.	9.75 -	—
Cochineal, gray, bgs.	lb.	.37 -	.38
silver, Teneriffe, bgs.	lb.	.38 -	.39
Cocoa butter,[1] bulk, ship't pt.	lb.	.25 -	—
Cocilliana bark, bgs.	lb.	.22 -	.23
Codeine, cns., 100 ozs.	oz.	11.70 -	—
Hydrochloride, cns., 100 ozs.	oz.	10.50 -	—
Phosphate, cns., 100 ozs.	oz.	9.00 -	—
Sulphate, cns., 100 ozs.	oz.	9.50 -	—

Codliver oil (see Oil, codliver).			
Cohosh root, black, bls.	lb.	.09 -	.11
blue, bls.	lb.	.09 -	.10
Colchicine, bots., cns.	oz.	No stocks	
Colchicum seed.	lb.	No stocks	
Collodion, USP, dms.	lb.	.19½-	.20½
cns.	lb.	.23 -	.29½
flexible, USP, dms.	lb.	.21 -	.22
cns.	lb.	.26 -	.31
Colocynth pulp, bls.	lb.	.75 -	.80
Colombo root, bls.	lb.	.11½-	.12
Coltsfoot leaves, bgs.	lb.	.90 -	1.00
Condurango bark, bgs.	lb.	.14 -	.23
Conium leaves, bls.	lb.	1.18 -	1.20
Copaiba balsam, Para, cns.	lb.	.47 -	.49
S. A., USP, cns.	lb.	50 -	.52
Copper acetate,[6] normal, bbls., dlvd.	lb.	.24-	—
smaller containers, dlvd.	lb.	.26 -	.50
Carbonate,[6] 52-54%, bbls.	lb.	.19½-	.20
Chloride,[6] anhyd., bbls.	lb.	.22½-	.23
crystals, bbls.	lb.	.14¾-	.17
Cyanide,[6] tech., bbls.	lb.	.34 -	.38
Iodide, bots.	lb.	5.15 -	5.19
Metal,[1,5,6] electrolytic	lb.	.12 -	.12½
Nitrate, tech., cryst., bbls.	lb.	.16¾-	.20
Oleate, precip., bbls.	lb.	.22½-	.23½
Oxide,[6] black, bbls., works.	lb.	.19 -	.23
red, com'l, kgs.	lb.	.20 -	.22
Oxychloride-sulphate, bgs.	lb.	.17 -	.20
Resinate, precip., bbls.	lb.	.15½-	.16
Sulphate,[1,6] 99%, cryst., bbls., c.l., works.	100 lbs.	5.00 -	—
7,200 to 36,000 lbs.	100 lbs.	5.15 -	—
2,700 to 7,200 lbs.	100 lbs.	5.25 -	—
700 to 2,700 lbs.	100 lbs.	5.50 -	—
monohydrated, dealers, dms., c.l., works.	100 lbs.	8.95	-10.05
bags in drums	100 lbs.	9.95	-10.95

Copperas, cryst., gran., bgs., c.l., works.	ton.	17.00 -	—
bbls., c.l., works.	ton.	20.00 -	—
l.c.l., 25, wks.	100 lbs.	1.55 -	—
1-4, works.	100 lbs.	2.00 -	—
bulk, c.l., works.	ton.	14.00 -	—
Copra, Coast, ship't.	lb.	No prices	
Coriander seed,[1] Indian, bgs.	lb.	No stocks	
Morocco, bgs.	lb.	No stocks	
Cornsilk, bls.	lb.	.22 -	.24
Corn sugar, tanners', chipped, bgs., c.l., dlvd.	100 lbs.	3.605 -	—
slabs, bbls., c.l.	100 lbs.	3.525 -	—
Syrup, 42°, bbls., c.l.	100 lbs.	3.681 -	—
43°, bbls., c.l.	100 lbs.	3.731 -	—
Corrosive sublimate,[6] cryst., dms., 50 lbs. or more	lb.	2.32 -	—
gran., powd., dms., 50 lbs. or more	lb.	2.34 -	—
Cottonroot bark, bls.	lb.	.15 -	.17
Cottonseed hull ash,[1] 32-36% pot-ash, bgs., dlvd.	unit-ton.	1.00 -	—
Meal, 8%, S. E. mills.	ton.	38.60 -	—
Coumarin,[1] cns., makers, primary distrib, 5 lb. or more	lb.	2.75 -	—
smaller lots.	lb.	2.90 -	3.10
Cramp bark, NF, bls.	lb.	.70 -	.75
Cranesbill root, bls.	lb.	.18 -	.19
Cream of tartar, USP, gran. or powd., bbls., 5,000 lbs. one ship't.	lb.	.57½-	—
smaller lots, bbls.	lb.	.58 -	—
kgs.	lb.	.58½-	—
Creosote carbonate, bots., cbys.,	lb.	2.10 -	2.89
Coaltar, oil,[6] crude, tanks, works.	gal.	.15½-	—
refd., bbls., l.c.l., works.	gal.	.26 -	—
tanks, works.	gal.	.15 -	.18½
solution, tanks, works.	gal.	.141 -	—
Wood, beech, bots.	lb.	1.04 -	—
cbys., dms.	lb.	.85 -	—
Hardwood, USP, bots.	lb.	.69 -	.77
Pine, dms.	gal.	.28 -	—

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Business Week . . . Oct. 9, 1943
COLUMBIA CHEMICALS

OCT 1943

Cresol,[3,6] special resin grades, dms., c.l., works, frt. equald..lb. .09½- .10¼
l.c.l., same basis.....lb. .10 - .11
tanks, same basis.....lb. .09¾- .09¾
USP, dms., c.l., works, freight equald..lb. .10¾- .11¼
l.c.l., same basis.....lb. .11¼- .11¾
tanks, same basis.....lb. .10 - .10¼
Crotonaldehyde, 97%, 55 and 110 gals., l.c.l., works..lb. .15 - —
5 and 10-gal. dms., works..lb. .18 - —
Cryolite, nat., bgs., bbls., c.l., 100 lbs. 9.50 - —
smaller lots.....100 lbs. 10.00 - —
synth., bgs., bbls., c.l., frt. alld. E. of Miss R..lb. .08½- —
smaller lots, works.....lb. .09¼- —
Cube root,[2,6] powd., 5% rotenone, bbls..lb. .35 - —
4% rotenone prices are 4c. per lb. less.
Cubeb berries, XX, bgs.....lb. .70 - .80
powd., cs.....lb. .80 - .90
Culver's root, bls.....lb. .27 - .28
Cumin seed, Cyprus, bgs.....lb. .14½- .15
Indian, bgs.....lb. .14 - .14½
Morocco, bgs.....lb. .14 - .14½
Persian, bgs.....lb. .14 - .14½
Cyanamide,[2,6] fertilizer mixing grade, guaranteed 21% N, pulv., bgs., Niagara Falls, Ont., contracts.....unit-ton. 1.52½- —
20.6% N., gran., bulk, same basis..unit-ton. 1.62½- —
Cyclohexane, 98-100%, wks..lb. .14 - .16
tech., works.....lb. .11½- .13½
Cyclohexanol, 98-100%, wks..lb. .21 - .23
Cyclohexanone, 98-100%, wks..lb. .30 - .32
Cyclopropane, USP, cyls., dlvd.. gal. .27 - —

D

Damiana leaves, bls.....lb. .14 - .15
Dandelion root, bls.....lb. .25 - .33
Decanol,[6] normal, tech., dms., dlvd..lb. .35 - —
Deertongue, bls.....lb. .21 Nom.
Defluorinated phosphate,[1] paper bgs., works..ton. 34.25 - —
Degras,[1,6] common, bbls.....lb. .10 - .12
neutral, bbls.....lb. .27½- .29
Derris root,[2,6] powd., 5% rotenone, bbls..lb. .35 - —
4% rotenone prices are 4c. per lb. less.
Dextrin, British gum, bgs., c.l.. 100 lbs. 4.61 - —
Chicago .....100 lbs. 4.25 - —
l.c.l. .....100 lbs. 4.71 - —
Chicago .....100 lbs. 4.35 - —
Corn, canary, bgs., c.l..100 lbs. 4.36 - —
Chicago .....100 lbs. 4.00 - —
l.c.l. .....100 lbs. 4.46 - —
Chicago .....100 lbs. 4.20 - —
white, bgs., c.l.....100 lbs. 4.31 - —
Chicago .....100 lbs. 3.95 - —
l.c.l. .....100 lbs. 4.41 - —
Chicago .....100 lbs. 4.05 - —
Potato, bgs., c.l.....lb. .10 - —
l.c.l., bgs.....lb. .10¼- .11¾
Diacetone (see Alcohol, diacetone).
Diacetyl, bots.....lb. 6.00 - 7.00
Diamyl ether (see Amyl ether).
Phthalate,[6] dms., c.l., dlvd..lb. .2170- .2200
l.c.l., dlvd.....lb. .2220- .2250
tanks, dlvd.....lb. .2070- .2100
Sulphate, l.c.l., dms., works.lb. .25 - —
Diamylamine, dms., c.l., wks..lb. .61 - —
l.c.l., works.....lb. .64 - —
Diamylphenol, 2:4, dms., c.l., works..lb. .18 - —
l.c.l. .....lb. .21 - —
Diatomaceous earth, dom., chemically pure, bgs., c.l., Atlantic Coast..lb. .07 - —
l.c.l., ex whse.....lb. .10 - .16
nat., bgs., c.l., Pacific Coast..ton. 22.00 - 25.00
l.c.l., ex whse.....ton. 45.00 - —
purified, bgs., c.l., Atlantic coast..ton. 55.00 - 60.00
l.c.l., ex whse.....ton. 85.00 - 90.00
import, Algerian, bgs., c.l., ton. No prices.
Mexican, white, bgs., c.l., c.l.f..lb. .02 - .03
lb. .02 - .03
l.c.l. .....lb. .04 - .06
Dibutyl phthalate,[6] 5-gal. cns., works..lb. .2630- —
1-gal. cns., same basis..lb. .2830- —
dms., returnable, c.l., same basis..lb. .2180- —
l.c.l., same basis.....lb. .2230- —
tanks, same basis.....lb. .2080- —
Sebacate, dms., works.....lb. .497 - .517
Tartrate, dms.....lb. .92 - 1.02
Dibutylamine, dms., c.l., works. lb. .61 - —
Dichloroethyl ether,[6] dms., c.l., works..lb. .15 - —
l.c.l. .....lb. .16 - —
tanks .....lb. .14 - —
Diethyl carbonate, com'l, dms.lb. .25 - —
refd., 99%, dms.....lb. .30 - —
Oxalate, dms., c.l., dlvd.....lb. .3020- —
l.c.l., dlvd.....lb. .3070- —
Phthalate,[6] dms., c.l., dlvd..lb. .2120- .2170
l.c.l. .....lb. .2170- .2220
tanks .....lb. .2050- .2250
Sulphate, dms., c.l., works...lb. .15 - —
l.c.l., works.....lb. .14 - —
tanks .....lb. .12 - —
Diethylaminoethanol,[6] l.c.l., dms., works, frt. alld. E. of Miss. R..lb. .75 - —
Diethylaniline, dms.....lb. .40 - —
Diethyleneglycol,[6] dms., c.l., wks., lb. .14 - —
l.c.l., works.....lb. .15½- —
Monobutylether, dms., works..lb. .32½- .34½
Monoethylether,[6] dms., c.l., works..lb. .14½- —
l.c.l., works.....lb. .15½- —
tanks, works.....lb. .13½- —
Digitalis leaves, dms.....lb. .60 - .65
Digiycol laurate, dms.....lb. .31 - .33
Oleate, light, bbls., c.l.....lb. .17 - —
Stearate, bbls., c.l.....lb. .22 - —
Di-isobutyl ketone, dms., works, lb. .19 - —
Dilliseed, cleaned, bgs.....lb. No stocks
dewhiskered, bgs.....lb. .17⅛ Nom.
Dimethyl phthalate,[6] dms., c.l., dlvd..lb. .1970- .2000
l.c.l., dlvd.....lb. .2030- .2060
tanks, dlvd.....lb. .19 - —
Dimethylamine, dms., c.l., dlvd.lb. .85 - —
l.c.l., dlvd.....lb. .90 - —
Dimethylaniiin, dms., c.l.....lb. .23 - —
l.c.l., dms.....lb. .24 - —
Dinitrobenzene, bbls., 99° min.lb. .18 - —
Dinitrochlorobenzene, dms.....lb. .14 - —
Dinitronaphthalene, kgs.....lb. .85 - .88
Dinitrophenol, bbls.....lb. .22 - —
Dinitrotoluene, dms.....lb. .16 - —
oily, dms.....lb. .05 - —
Diorthotoluolguanidin,[6], dms., tons, dlvd..lb. .44 - —
smaller lots.....lb. .46 - .47
Dioxan, dms., c.l., frt. alld...lb. .20 - —
l.c.l., same basis.....lb. .21 - —
tanks, same basis.....lb. .19 - —
Dip oil (see Tar acid oil).
Dipentene, dms.....gal. .59 - .61
tanks .....gal. .51 - —
dest., dist., dms.....gal. .55 - .58
tanks .....gal. .45 - —
Diphenyl, bbls., c.l., works...lb. .15 - —
l.c.l., works.....lb. .16 - .20
Oxide, perfume grade, cns...lb. .48 - .50
dms. .....lb. .43 - .45
Diphenylamine,[6] bbls.....lb. .25 - —
Diphenylguanidin,[6] dms., tons, lb. .33 - —
smaller lots.....lb. .34 - .37
Dimethylethyl carbinol (see Carbinol).
Divi-divi,[6] bgs., ex dock.....ton. 68.00 - 70.00
Doggrass root, imp., cut, NF, bls..lb. .50 - 1.50
dom., bls.....lb. .36 - .45
Logwood bark, Jamaica, bls...lb. .07 - .09
Dover's powder, USP, cns....lb. 2.75 - 2.80
Dyes, coaltar (certified colors) for foods, drugs and cosmetics:—
Dragon's blood, reeds, cs.....lb. .90 - .95
Blue, FD&C blue, No. 1, cns.lb. 13.50 - —
FD&C blue, No. 2, cns....lb. 13.50 - —
Green, FD&C green, No. 1, cns. lb. 13.50 - —
FD&C green, No. 2, cns...lb. 17.50 - —
FD&C green, No. 3, cns....lb. 27.50 - —
Orange, FD&C orange, No. 1, cns..lb. 2.90 - —
FD&C orange, No. 2, cns..lb. 3.65 - —
Red, FD&C red, No. 1, cns..lb. 6.00 - —
FD&C red, No. 2, cns.....lb. 3.15 - —
FD&C red, No. 3, cns.....lb. 17.50 - —
FD&C red, No. 4, cns.....lb. 5.75 - —
FD&C red, No. 32, cns....lb. 4.15 - —
Yellow, FD&C yellow, No. 1, cns..lb. 3.50 - —
FD&C yellow, No. 3, cns..lb. 2.67 - —
FD&C yellow, No. 4, cns..lb. 2.63 - —
FD&C yellow, No. 5, cns..lb. 3.13 - —
FD&C yellow, No. 6, cns..lb. 3.13 - —
Dyes, coaltar (certified colors) for drugs and cosmetics:—
Black, D&C black, No. 1....lb. 8.35 - —
Blue, D&C blue, No. 6.....lb. 13.50 - —
Brown, D&C brown, No. 1, cns. lb. 12.35 - —
Green, D&C green, No. 5, cns. lb. 12.35 - —
D&C green, No. 6, cns....lb. 12.35 - —
Orange, D&C orange, No. 5, cns..lb. 8.35 - —
D&C orange, No. 4, cns....lb. 15.35 - —
D&C orange, No. 10, cns...lb. 15.85 - —
D&C orange, No. 11, cns...lb. 17.35 - —
Red, D&C red, No. 5.....lb. 6.00 - —
D&C red, No. 17.....lb. 8.35 - —
D&C red, No. 18.....lb. 18.35 - —
D&C red, No. 19, cns.....lb. 15.35 - —
D&C red, No. 22, cns.....lb. 8.35 - —
D&C red, No. 33, cns.....lb. 12.35 - —
D&C red, No. 37, cns.....lb. 12.35 - —
Yellow, D&C yellow, No. 7, cns..lb. 8.35 - —
D&C yellow, No. 8, cns....lb. 8.35 - —
D&C yellow, No. 11, cns...lb. 10.35 - —
Dyes, coaltar (certified colors), for external use drugs and cosmetics:—
Blue, Ext. D&C blue, No. 1, cns..lb. 12.35 - —
Green, Ext. D&C green, No. 1, cns..lb. 12.35 - —
Red, Ext., D&C red, No. 1, cns..lb. 10.35 - —
Ext. D&C red, No. 3.....lb. 21.35 - —
Ext. D&C red, No. 8.....lb. 7.35 - —
Ext. D&C red, No. 10, cns.lb. 12.35 - —
Ext. D&C red, No. 13, cns.lb. 12.35 - —
Yellow, Ext. D&C yellow, No. 1, cns..lb. 8.35 - —
Dyes, coaltar, for general uses[6] (numbers are those of Colour Index Scale):—
36 Chrome yellow 2G....lb. .65 - .70
40 Chrome yellow R....lb. .50 - 1.00
53 Victoria violet.....lb. .80 - 1.00
163 Lake red C.....lb. .70 - .80
170 Fast red A[6].....lb. .56 - .60
180 Fast red VR.....lb. 1.50 - 1.60
189 Lake red R, paste...lb. .85 - .90
189 Lake red R, powd...lb. 3.00 - 3.10
202 Chrome blue black U.lb. .35 - .42
204 Chrome black A.....lb. .42 - .45
206 Fast red blue R.....lb. .75 - 2.00
216 Chrome red B.....lb. 1.75 - 2.00
262 Cloth red 2B.....lb. .60 - .80
280 Fast cyanin 5R.....lb. .90 - 1.00
290 Chrome black F.....lb. .85 - .88
304 Paper yellow.....lb. .83 - .90
307 Fast cyanin black B.lb. .80 - .85
326 Direct cast scarlet...lb. 2.00 - 2.25
365 Chrysophenin G.....lb. .68 - .70
382 Direct scarlet B.....lb. 1.15 - 1.20
387 Direct violet B.....lb. 1.00 - 1.30
394 Direct violet N.....lb. .80 - .85
401 Developed black BHN. lb. .45 - .60
406 Direct blue 2B.....lb. .66 - .70
415 Direct orange B.....lb. .60 - .70
419 Direct fast red F....lb. .70 - .73
420 Direct brown M.....lb. .55 - .57
448 Benzo purpurin 4B...lb. .65 - .—
495 Benzo purpurin 10B..lb. .40 - .50
502 Direct azerin G.....lb. .75 - .80
512 Direct blue RD.....lb. .80 - 1.00
518 Direct pure blue 6B..lb. 1.20 - 1.30
520 Direct pure blue.....lb. .50 - 1.00
529 Direct fast black FF.lb. .35 - 1.00
581 Direct black EW.....lb. .50 - .54
582 Direct black RX.....lb. .35 - .45
592 Direct green B.....lb. .50 - .55
594 Direct green G.....lb. .50 - .55
596 Direct brown 3GO....lb. .85 - 1.00
620 Direct yellow R.....lb. 1.25 - 1.50
696 Acid violet.....lb. 1.00 - 3.00
812 Primulin .....lb. .70 - .73
814 Direct fast yellow....lb. 2.00 - 2.25
845 Nigrosin (water soluble) lb. .35 - .50

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Dyes, coaltar, for general uses[5] (numbers are those of Colour Index Scale):—

1177	Indigo, 20% paste	lb.	.15	- .18
	Benzo fast black L	lb.	.90	- 1.00
	Sulphur black	lb.	.20	- .25
	Sulphur blue	lb.	.45	- 1.00
	Sulphur brown	lb.	.25	- .50
	Sulphur maroon	lb.	.40	- —
	Sulphur olive	lb.	.25	- .54
	Sulphur tan	lb.	.20	- .50
	Sulphur yellow	lb.	.20	- .50
	Zambesi black	lb.	.75	- .80
Black:—				
865	Nigrosin derivatives	lb.	.36	- .44
Blue:—				
7075	Alizarin astral base	lb.	15.00	- —
1078	Alizarin cyanin green base	lb.	6.00	- —
Brown:—				
	Brown	lb.	1.15	- —
Green:—				
1078	Alizarin cyanin green	lb.	6.00	- —
	Green	lb.	.75	- —
Orange:—				
24	Sudan I	lb.	.75	- —
	Red shade	lb.	75	- —
Red:—				
75	Sudan II	lb.	1.05	- —
258	Sudan IV	lb.	.90	- —
690	Oil violet	lb.	.50	- —
749	Rhodamine B (oil pink)	lb.	2.50	- —
1060	Anthraquinone,[6] violet base	lb.	6.00	- —
Yellow:—				
15	Amidoazobenzene yellow	lb.	.90	- —
17	Amidoazotoluene yellow,	lb.	.75	- —
61	Yellow OB	lb.	1.40	- 2.00

Dyes, coaltar, for stains, spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher, f.o.b. sellers' works or warehouse).

Black:—				
246	Naphthol blue black S	lb.	.50	- —
729	Victoria blue B	lb.	1.65	- —
861	Indulin	lb.	.37	- —
873	Methylene gray	lb.	1.50	- —
909	New blue F	lb.	1.20	- —
922	Methylene blue	lb.	1.00	- —
1054	Alizarin saphirol B	lb.	1.90	- —
1180	Indigotin IA	lb.	.85	- —
Blue:—				
714	Patent blue A	lb.	1.05	- 1.10
Brown:—				
231	Bismarck brown G	lb.	.47	- .62
384	Resorcin brown Y	lb.	.65	- —
385	Resorcin dark brown R,	lb.	.06	- —
832	Bismarck brown R	lb.	.47	- .62
796	Phosphin	lb.	4.65	- —
Green:—				
5	Naphthol green B	lb.	1.00	- —
657	Malachite green	lb.	1.35	- —
662	Brilliant green	lb.	2.00	- —
686	Guinea green B	lb.	1.15	- —
787	Wool green S	lb.	5[illegible]	- —
924	Methylene green B	lb.	1.55	- —
1078	Alizarin cyanin green	lb.	2.00	- —
Orange:—				
10	Chrysoidin G	lb.	.44	- —
21	Chrysoidin R	lb.	.41	- —
27	Orange G	lb.	.50	- —
31	Amidonaphthol red G	lb.	.42	- —
37	Amidonaphthol red 6B,	lb.	.95	- —
151	Orange T	lb.	.21	- .23
161	Orange R	lb.	.24	- —
Red:—				
79	Ponceau R	lb.	.45	- —
80	Fast red B	lb.	1.05	- —
176	Fast red A[4]	lb.	.54	- —
179	Azorubin	lb.	.60	- —
183	Crocein scarlet 3BX	lb.	.72	- .75

Dyes, coaltar, for stains, spirit-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher, f.o.b. sellers' works or warehouse).

185	Cochineal red A	lb.	.60	- —
252	Brilliant crocein M	lb.	.68	- —
677	Fuchsin	lb.	2.10	- —
749	Rhodamine B	lb.	3.50	- —
752	Rhodamine 6B	lb.	4.50	- —
768	Eosin G	lb.	1.50	- —
841	Safranin	lb.	1.45	- —
Violet:—				
680	Methyl violet B	lb.	.75	- —
681	Crystal violet C	lb.	1.75	- —
696	Acid violet 4BN	lb.	.88	- —
Yellow:—				
10	Naphthol yellow S	lb.	.88	- —
138	Metanil yellow	lb.	.56	- .58
636	Fast light yellow	lb.	1.25	- —
639	Xylene light yellow	lb.	1.15	- —
640	Tartrazin	lb.	.80	- —
655	Auramine	lb.	1.27	- —

Dyes, coaltar, for stains, water-soluble (prices in barrels of 250 lbs. each; lots of 25 lbs. to a barrel, 3c. per lb. higher, f.o.b. sellers' works or warehouse).

Black:—				
864	Nigrosin	lb.	.36	- .44
Blue:—				
860	Indulin	lb.	.60	- .70
Brown:—				
331	Bismarck brown	lb.	1.50	- —
Green:—				
687	Malachite green base	lb.	2.00	- —
Orange:—				
20	Chrysoidin G	lb.	.95	- —
21	Chrysoidin R	lb.	.90	- —
Red:—				
677	Fuchsin, magenta, base,	lb.	7.25	- —
749	Rhodamine B	lb.	4.75	- —
Yellow:—				
67	Amidoazotoluene yellow,	lb.	.75	- —
655	Auramine	lb.	2.00	- —
800	Chinolin yellow SS	lb.	2.00	- —
Violet:—				
680	Methyl violet base	lb.	.85	- —

Dyes, natural (see name of article).

E

Echinacea root, bls	lb.	.23	- .25
Egg[1] albumen (see Albumen).			
Yolk, dried, dom., bbls	lb.	1.15	- —
imported	lb.	No stocks	
Elder flowers, bright, bls	lb.	.57	- .58
Elecampane root, bls	lb.	.18	- .19
Elm bark, grinding, bls	lb.	.14	- .15
powd., bbls., bxs	lb.	.20	- .21
select, bndls	lb.	.20	- .22
Emetine hydrochloride, bots	oz.	21.00	-33.00
Ephedra, bls	lb.	.21	- .22
Ephedrine, natural, USP, anhydrous, bots	oz.	1.15	- 1.65
Hydrochloride or sulphate, tins	oz.	.95	- 1.45
synthetic, USP, anhyd., bots., 100 ozs	oz.	.85	- —
Hemihydrate, bots., 100 ozs.,	oz.	.55	- —
Hydrochloride, tins, 100 ozs. or more	oz.	.50	- —
Sulphate, cryst., tins, 100 ozs. or more	oz.	.45	- —
Epinephrine, synth, USP, bots.,	gram.	.75	- —

Epsom salt, tech., bgs	100 lbs.	1.80	- —
bbls.	100 lbs.	1.90	- —
USP, cryst., bgs., c.l.	100 lbs.	2.00	- —
l.c.l., 5,000 lbs., 1 withdrawal	100 lbs.	2.25	- —
smaller lots	100 lbs.	2.50	- —
bbls., c.l.	100 lbs.	2.10	- —
l.c.l., 5,000 lbs., 1 withdrawal	100 lbs.	2.35	- —
smaller lots	100 lbs.	2.60	- —
kgs., c.l.	100 lbs.	2.35	- —
l.c.l., 5,000 lbs., 1 withdrawal	100 lbs.	2.60	- —
smaller lots	100 lbs.	2.85	- —
dried, bgs., l.c.l.		.08	- .09

Epsom salt prices are freight equalized with Balto., Carteret, N. J.; Chicago, Cincinnati, Cleveland, Houston, New Orleans, New York.

Ergot, USP, dms	lb.	1.40	- 1.45
Eserine, bots	oz.	No prices	
Sulphate, 1-gram vials	vial.	2.10	- —
Ether, acetic (see Ethyl acetate).			
Amyl (see Amyl ether).			
Butyl, l.c.l., dms., dlvd	lb	.30	- —
Ethyl (see Ether, sulphuric).			
Nitrous, conc., bot., 100 lbs	lb.	.93	- 1.10
Sulphuric, conc., dms	lb.	.11	- .16
USP, anethesia, hospitals, 1-lb. cns	lb.	.60	- .61
synthetic, dms., c.l., works	lb.	14½	- —
l.c.l., works	lb.	15½	- —
tanks	lb	12½	- —
Ethyl acetate,[2,6] 85-90%, dms., c.l., frt. alld	lb.	.1170	- .1200
l.c.l., frt. alld	lb.	.1220	- .1250
tanks, frt. alld	lb.	.1070	- .1100
95-98%, dms., c.l., frt. alld.,	lb.	12¼	- 13¼
l.c.l., frt. alld	lb.	12¾	- 13⅝
tanks, frt. alld	lb.	11¼	- 12⅛
NF, dms	lb.	14½	- 15½
Acetoacetate, dms., c.l., wks	lb.	.37½	- —
l.c.l., frt. alld	lb.	.38	- —
Benzoate, bots	lb.	.50	- 1.00
Bromide, tech., dms	lb.	.50	- .55
Chloride, dms	lb.	.18	- .20
Cinnamate, cns	lb.	3.50	- 3.85
Formate, cns., dms	lb.	.27½	- .90
Iodide, bots	lb.	6.50	- 8.00
Lactate, dms., works	lb.	.32½	- .39½
Myristate, dms., works	lb.	.55	- —
Oenanthate, dms	lb.	.75	- 1.25
Oleate, dms., works	lb.	.47	- —
Oxalate, dms., frt. alld	lb.	.33	- —
Oxyhydrate, bots	gal.	7.50	- 8.00
Silicate, l.c.l., dms., works	lb.	.77	- —
Ethylcellulose,[4] standard, pkgs., 5,000 lbs. or more, works	lb.	.50	- —
smaller lots, same basis	lb.	.52	- .60
Ethyldiethanolamine, dms., l.c.l., works	lb.	.80	- —
Ethylene dichloride,[5] dms., c.l., works, E. of Rockies, frt. alld	lb.	.0842	- —
West of Rockies, same basis	lb.	.0891	- —
l.c.l., works, E. of Rockies, frt. alld	lb.	.0891	- —
West of Rockies, same basis	lb.	.0941	- —
tanks, E. of Rockies, same basis	lb.	.0743	- —
West of Rockies, same basis	lb.	.0792	- —
Ethyleneglycol,[2,6] dms., c.l	lb.	.10	- —
l.c.l.	lb.	.11	- —
tanks	lb.	.09	- —
Monobutylether,[6] dms., c.l., works	lb.	.16½	- —
l.c.l., works	lb.	.17½	- .20½
tanks, works	lb.	.15½	- —
Monoethylether, dms., c.l., works	lb.	.14½	- —
l.c.l., works	lb.	.15½	- .16½
tanks, works	lb.	.13½	- —

Ethyleneglycol, monoethylether acetate, dms., c.l., works	lb.	.11½	- —
l.c.l., dms	lb.	.12½	- .15½
tanks, works	lb.	.10½	- —
Monomethylether, dms., c.l., works	lb.	.15½	- —
l.c.l., works	lb.	.16½	- —
tanks, works	lb.	.14½	- —
Ethylethanolamine, dms., c.l., works	lb.	.57	- —
l.c.l., works	lb.	.60	- —
Ethylmorphine, hydrochloride, bots	oz.	10.55	-10.75
Ethylidinanilin, dms	lb.	.45	- .47½
Ethylmonoethanolamine, l.c.l., dms., works	lb.	.80	- —
Ethylvanillin,[1] cns., makers, primary distrib., 5 lbs., or more.	lb.	6.04	- 6.21
smaller lots	lb.	7.02	- 7.23
Eucalyptol, cns., dms	lb.	2.50	- 3.00
Eucalyptus leaves, bls	lb.	.10	- .13
Eugenol, cns., dms	lb.	2.65	- 3.25
Euphorbia, bls	lb.	.12	- .13

F

Feldspar, enamel, 100 mesh, bulk, works	ton.	14.00	-17.50
l.c.l., minimum, 2 tons, bgs.	ton.	17.00	-20.50
glass, 20 mesh, bulk, works	ton.	9.75	-12.25
l.c.l., minimum 2 tons, bgs.	ton.	12.75	-16.25
pottery, bulk, c.l., works	ton.	17.00	-19.00
l.c.l., min. 2 tons, bgs	ton.	20.00	-22.00
Fennel seed, Argentine, bgs	lb.	.12	- .13½
dom., bgs	lb.	.09	- .09½
Indian, bgs	lb.	.10	- .10½
Morocco, bgs	lb.	.09	- .09½
Fenugreek seed, bgs	lb.	.09	- .09½
Ferric sulphate, anhyd., bgs., c.l., works	ton.	35.00	- —
l.c.l.	ton.	40.00	- —
Film scrap, colored, cs., 50 lbs. or over, works	lb.	.13½	- —
smaller lots, works	lb.	.15	- —
water white, cs., 50 lbs. or over, works	lb.	.14½	- —
smaller lots, works	lb.	.17	- —
Fir, balsam, Canada, cns	gal.	19.00	-20.00
Oregon, bbls	gal.	2.25	- 2.50
Fishberries, bgs	lb.	.24	- .25
Fishmeal,[1] grd., 60% protein, bgs., East Coast fish factories	ton.	72.50	- —
65% protein, same basis	ton.	78.50	- —
Fishscrap, dried, 60% protein bulk, East Coast	ton.	66.50	- —
Flake, white, dom., bbls	lb.	.09	- —
kegs	lb.	.11	- —
Flaseed, French, black, bgs	lb.	.70	- .73
Indian, blonde, bgs	lb.	.13	- .16
Fluospar,[1] No. 1, ground, 95-98%, bulk, c.l., mines	net ton.	37.00	- —
washed gravel, 70° or more CaF_2 mines	lb.	33.00	- —
65% CaF_2 mines	lb.	32.00	- —
60% CaF_2 mines	lb.	31.00	- —
less than 60% CaF_2 mines,	lb.	30.00	- —
Formaldehyde,[1,2,6] bbls., c.l., works	lb.	.0550	- .0575
l.c.l., works	lb.	.06	- .0625
dms., c.l., works	lb.	.0515	- .0540
l.c.l., works	lb.	.0565	- .0590
tanks	lb.	.04	- .04½
Fringetree bark, bls	lb.	.30	- .40

SPOT DELIVERIES

MAGNESIUM METAL POWDER
20/40 MESH

Sulfur
Formic Acid
Sodium Hydrosulfite
Hydrogen Peroxide
Heavy Calcined Magnesia

MALT SYRUP

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Fuller's earth, dom., powdered, bgs., c.l., f.o.b. Fla., Ga. mines..ton. 8.50 -15.00
f.o.b. Tex. mines.....ton.12.50 - —
spent, bulk, Bayonne..ton. 3.00 - —
Chicago .....ton. 4.00 - —
imp., English, bgs., c.l., dlvd. N. Y..ton.30.00 -40.00
Fumitory herb, bls.....lb. .56 - .60
Furfural,[6] ref., dms., c.l., works, lb. .15 - —
l.c.l., works.....lb. .17½- .25
tech., dms., contracts, 150,000 lbs..lb. .10 - —
c.l., works.....lb. .12½- —
l.c.l., works.....lb. .15 - .20
tanks, works.....lb. .09 - —
Fusel oil, crude, dms., works.gal. .75 - —
refd., dms., dlvd.....lb. .18½- .19½
Fustic, cryst., bbls., No. 1....lb. .22 - —
No. 2.....lb. .20 - —
No. 3.....lb. .28 - —
extract, bbls., No. 1.....lb. .16 - —
No. 2.....lb. .15 - —
No. 3.....lb. .12½- —

G

G salt, bbls.....lb. .45 - —
Galangal root, bls.....lb. .28 - .30
Gambier, cube, Singapore, cases, lb. .30 Nom.
extract, bbls.....lb. .09½- .12
Gasoline[1] at refinery, ex tax:—
Arkansas, US motor, 72-74 octane, leaded, tanks..gal. .06 - —
Bayonne, 70 octane, unleaded, tanks..gal. .092 - —
72-74 octane.....gal. .092 - .094
California, 78 octane, tanks, gal. .075 - —
Gasoline, at refinery, ex tax:—
Gulf Coast, US motor, 72-74 octane, tanks..gal. .06¾- —
80 octane, tanks.....gal. .09¾- —
Group 3, 72-74 octane, tanks, gal. .06 - —
80 octane, tanks.....gal. .06½- .07
natural, 26-70 Group 3, tanks..gal. .04¼- .04⅝
Oklahoma-Texas, US motor, 72-74 octane, tanks..gal. .05½- .06
Pennsylvania, western, U. S. motor, 72-74 octane, leaded, tanks..gal. .07½- —
Gelatin, silver, cs.....lb. .90 - .97
Gelsemium root, bls.....lb. .15 - .19
Gentian root, bls.....lb. .43 - .45
grd., bbls., bxs.....lb. .48 - .49
powd., bbls., bxs.....lb. .49 - .50
Geraniol, 92-96%, cns., dms....lb. 3.50 - 4.50
Ginger,[1] African, No. 1, bls...lb. .28 - .29
Calicut, bgs.....lb. .24 - .24½
Cochin, bleached, bgs.....lb. .23½- .24
unbleached, bgs.....lb. .25 - .25½
Jamaica, No. 1, bgs.....lb. .38 - .39
No. 2, bgs.....lb. .25 - .25½
No. 3, bgs.....lb. .24 - .24½
Ginseng root, wild, South, cs..lb.12.00 -13.00
Glauber's salt, anhyd. (see Soda Sulphate).
Glauber's salt, cryst., bgs., bbls., c.l., works..lb. 1.05 - 1.25
l.c.l., 5 tons or over, works, 100 lbs. 1.15 - 1.35
less than 5 tons, works, 100 lbs. 1.25 - 1.45
Glue, producers, bone,[1] calcimine type, 24 millipoise, 30 jellygrams, bgs., c.l., East of Mid-west..lb. .16 - —
l.c.l. .....lb. .17 - —
80/85, bgs., c.l., same basis, lb. .15½- —
l.c.l. .....lb. .16½- —
Glue, producers, bone, calcium type, 85/92, bgs., c.l., same basis..lb. .17 - —
l.c.l. .....lb. .18 - —
82/105, c.l., same basis..lb. .18½- —
l.c.l. .....lb. .19½- —
hide,[1] 100-121 (jelly test in grams), bgs., c.l., dlvd..lb. .14 - —
bbls., c.l., dlvd.....lb. .14½- —
122-149, bgs., c.l., dlvd....lb. .15 - —
bbls., c.l., dlvd.....lb. .15½- —
150-177, bgs., c.l., dlvd....lb. .16 - —
bbls., c.l., dlvd.....lb. .16½- —
178-206, bgs., c.l., dlvd....lb. .17 - —
207-236, bgs., c. l., dlvd....lb. .18 - —
237-266, bgs., c.l., dlvd....lb. .19 - —
bbls., c.l., dlvd.....lb. .19½- —
267-296, bgs., c.l., dlvd....lb. .20 - —
bbls., c.l., dlvd.....lb. .20½- —
296-800, bgs., c.l., dlvd....lb. .21 - —
bbls., c.l., dlvd.....lb. .21½- —
331-362, bgs., c.l., dlvd....lb. .22 - —
bbls., c.l., dlvd.....lb. .22½- —
363-394, bgs., c.l., dlvd....lb. .23 - —
bbls., c.l., dlvd.....lb. .23½- —
395-427, bgs., c.l., dlvd....lb. .24 - —
bbls., c.l., dlvd.....lb. .24½- —
428-460, bgs., c.l., dlvd....lb. .25 - —
bbls., c.l., dlvd.....lb. .25½- —
461-494, bgs., c.l., dlvd....lb. .26 - —
bbls., c.l., dlvd.....lb. .26½- —
495-529, bgs., c.l., dlvd....lb. .27 - —
bbls., c.l., dlvd.....lb. .27½- —

Producers' hide glue, l.c.l., prices 1c. over c.l. Jobbers' prices, 2c. to 3½c. over producers.' Chrome and coney glue, 267 or higher jellygram, c.l., 2c. over above prices; below 267 jellygram, 1c. higher. Freight charges above 75c. per 100 pounds may be added.

Glycerin,[1,2,3] CP, BP, 96%, dms., c.l., dlvd. zones A and C..lb. .16¾- —
l.c.l., same basis.....lb. .19¼- —
tanks, same basis.....lb. .18¼- —
Glycerin, C.P., USP., 95%, dms., c.l., same basis..lb. .18¼- —
l.c.l., same basis.....lb. .18¾- —
tanks, same basis.....lb. .18 - —
dynamite, high gravity, yellow distilled, dms., c.l., same basis..lb. .18¼- —
l.c.l., same basis.....lb. .18¾- —
tanks, same basis.....lb. .18 - —

Chemically pure and dynamite glycerin are sold to the U. S. government at prices 1c. lower than above.

saponification, 88%, to refiners, dms., c.l., l.c.l., or tanks, same basis..lb. .12¾- —
to individual users, dms., c.l., same basis..lb. .13¾- —
l.c.l., same basis.....lb. .14¾- —
tanks .....lb. .12¾- —
soaplye, 80%, dms., c.l., l.c.l., or tanks..lb. .11½- —

Glycerin prices in Zone B, 2c. higher.

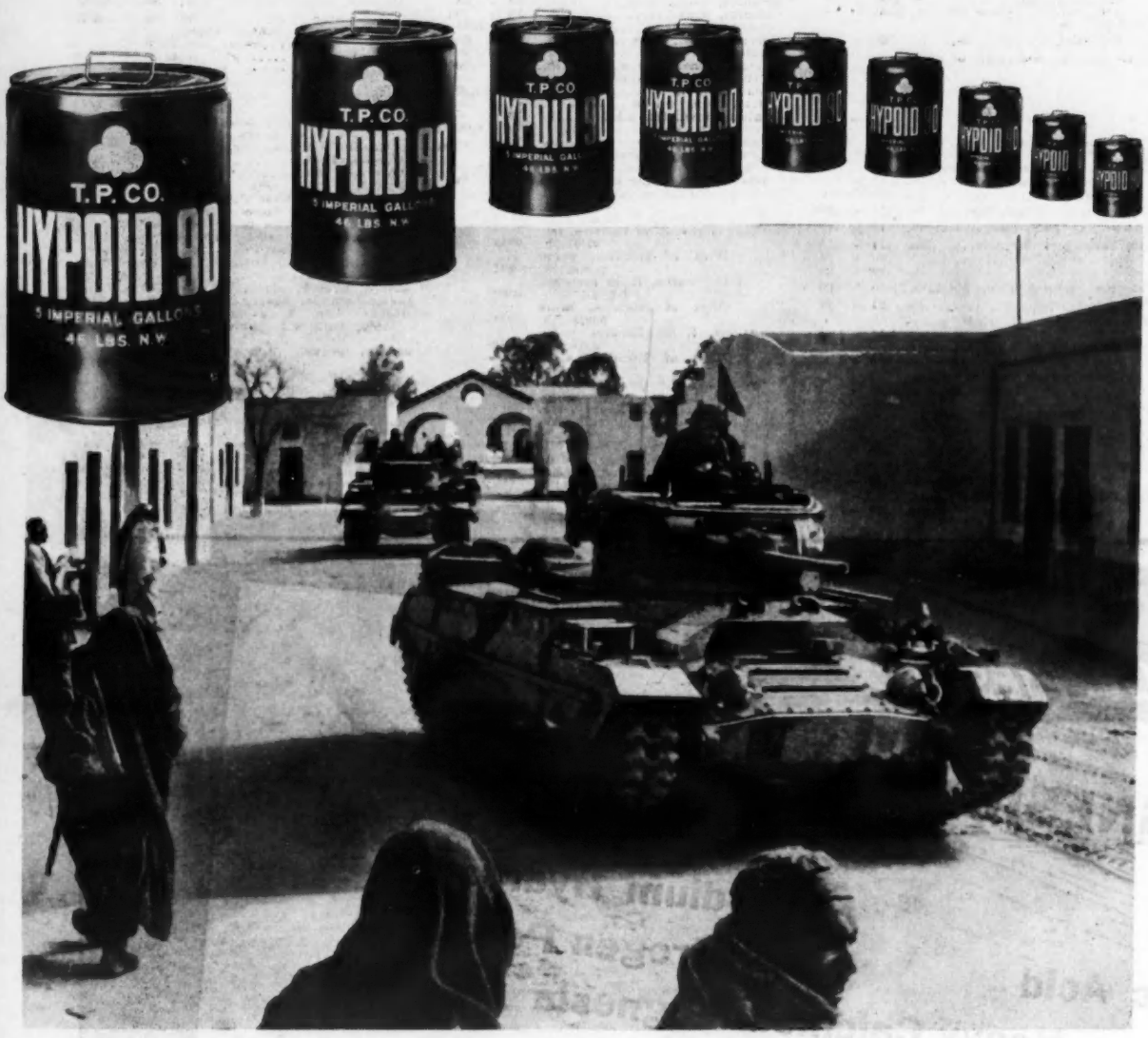
Zone A is:—Col., east of but not including these counties:—Costilla, Custer, Douglass, Fremont, Gilpin, Grand, Huerfano, Jackson, Jefferson, and Teller; all points east of and including Kan., Neb., N. Dak., Omaha, S. Dak., Texas, and Laramie county, Wyo. Zone B is territory between zones A and C, as follows:—Ariz., Col., west of and including counties specified above; Nev., New Mex., Ore., east of including these counties:—Deschutes, Hood River, Jefferson, Klamath, and Wasco; Wash., east of and including these counties:—Chelan, Kittitas, Klichat, Oklanogan, and Yakima.

Zone C, territory west of Zone B.

Glycine, medicinal, bbls., tins.lb. 1.25 - 1.65
Glycol boriborate, dms.....lb. .22 - —
Stearate, dms.....lb. .26 - —
Gold of pleasure seed, bgs.....lb. No stocks
Gold chloride, acid, brown, bots., oz.20.75 -21.00
yellow, bots.....lb.13.75 -19.00
Gold-soda chloride, photo., bots., oz.13.00 - —
USP IX, bots.....oz.14.50 -14.75
Goldenseal root, bls.....lb. 5.50 - 5.75
powd., bxs.....lb. 5.75 - 6.00
Grains of Paradise, bgs.....lb. .19 - .19½
Graphite,[1,6] flake (cryst.), 90%, 325 mesh, 50% graphite, carbon, bgs., c.l., works..lb. .07 - —
bbls., c.l., works.....lb. .07½- —
l.c.l., works.....lb. .07½- —
80%, passable through 50-mesh screen, 65-70% carbon, bgs., works or whse..lb. .04½- —
70-74%, same basis.....lb. .05 - —
75-79%, same basis.....lb. .05½- —
80-84%, same basis.....lb. .06 - —
85-89%, same basis.....lb. .07 - —
90% and up, same basis.....lb. .08 - —
Grease,[1,5] house, loose.....lb. .03½- —
white, choice, loose.....lb. .06½- —
Wool (see Adeps lanae and Degras).
Green, brilliant,[1] thioflavin toner, tungstic, kgs., works..lb. 2.75 - —
molybdic, same basis.....lb. 3.25 - —
Chrome,[1] CP, dark, light, medium blue content up to 5%, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. River, including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis..lb. .23 - —
6-10%, bbls., same basis..lb. .24 - —
11-15%, bbls., same basis.lb. .25 - —
20%, bbls., same basis...lb. .25½- —
21-25%, bbls. same basis.lb. .26 - —
26-30%, bbls., same basis.lb. .26½- —
31-35%, bbls., same basis.lb. .27½- —
36-40%, bbls., same basis.lb. .30 - —
41-45%, bbls., same basis.lb. .30½- —
46-50%, bbls., same basis.lb. .33 - —
reduced color, 5%, same basis, lb. .09½- —
9-10%, bbls., same basis.lb. .07½- —
11-12%, bbls., same basis.lb. .08 - —
14-16%, bbls., same basis.lb. .08½- —
17-19%, bbls., same basis.lb. .09½- —
20-21%, bbls., same basis.lb. .09¾- —
22-23%, bbls., same basis.lb. .09 - —
24-25%, bbls., same basis.lb. .09½- —
26-27%, bbls., same basis.lb. .09½- —
28-29%, bbls., same basis.lb. .10 - —
30-31%, bbls., same basis.lb. .10½- —
32-33%, bbls., same basis.lb. .12 - —
34-35%, bbls., same basis.lb. .13 - —
36-40%, bbls., same basis.lb. .14 - —
41-45%, bbls., same basis.lb. .17 - —
46-50%, bbls., same basis.lb. .17½- —
51-55%, bbls., same basis.lb. .18 - —
56-60%, bbls., same basis.lb. .18½- —
61-65%, bbls., same basis.lb. .19 - —
66-70%, bbls., same basis.lb. .20 - —
71-75%, bbls., same basis.lb. .21 - —

Green, chrome, prices are ¼c. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Texas (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph, 1.6c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City and Wichita, prices are equalized with Chicago.

Oxide, pure, dms., works..lb. .24 - —
Malachite,[1] thioflavin toner, tungstic, bbls., works..lb. 2.50 - —
molybdic, bbls., works..lb. 3.00 - —
Phthalocyanin,[1] green toner, bbls., works..lb. 4.00 - 5.00
tetrahydroxide, bbls .....lb. .85 - —
Paris (see P).
Tungstated, brilliant, kgs....lb. 3.00 - —
emerald, kgs.....lb. 2.00 - —
Verdigris (see V).
Green dyes (see Dyes, green).
Grindelia robusta, bls.....lb. .11 - .19
Guaiac resin, cs.....lb. .48 - .49
Wood, bls.....lb. .06 - .09
Guaiacol, liq., dms.....lb. 1.75 - 2.01
Carbonate, fib., dms.....lb. 2.40 - 2.74
Guanidin carbonate,[1] bbs., c.l., works..lb. .57 - —
smaller lots.....lb. .58 - .73½
Guarana, powd., cs.....lb. No prices
Gum accroides (see Gum, yacca).
Aloe (see A).
Ammoniac, tears, cs.....lb. 1.20 - 1.25
Arabic, amber, sorts, bgs..lb. .14½- .15
powd., bbls.....lb. .25 - .30
white, sorts, 1, bgs.....lb. .32 - .35
Asafetida (see A).
Asphaltum (see A).
Benzoin, Siam, cs.....lb. 3.00 - 3.50
Sumatra, cs.....lb. .60 - .65
Camphor (see C).
Copal,[1] Congo, sorted, No. 30, bgs., c.l., ex dock, whse..lb. .55¾- —
31, same basis.....lb. .21½- —
32, same basis.....lb. .15¾- —
33, same basis.....lb. .14 - —
34, same basis.....lb. .09¼- —
35, same basis.....lb. .15¾- —
36, same basis.....lb. .12⅝- —
37, same basis.....lb. .18¼- —
38, same basis.....lb. .12¼- —
39, same basis.....lb. .10⅝- —
40, same basis.....lb. .08 - —
41, same basis.....lb. .11⅝- —
unsorted, No. 1, bgs., c.l., same basis..lb. .14⅜- —
2 bgs., c.l., same basis.lb. .12⅝- —
3, bgs., c.l., same basis.lb. .11¼- —
FAD, bgs., c.l., same basis, lb. 14⅛- —



CROWN CANS MARCHED WITH THE 8th ARMY!

From El Alamein to Enfidaville . . . through that whole 1500 mile chase of Rommel across North Africa . . . these big Crown containers . . . each holding 5 Imperial Gallons . . . kept the automotive equipment of Britain's 8th Army supplied with Hypoid Gear Oil.

The oil is an American product . . . manufactured by the Tiona Petroleum Corporation of Philadelphia . . . and the containers were built by Crown to rigid specifications drawn up by American Army and Navy officers collaborating with British officials who well knew the conditions to be met in desert warfare.

Oil from the United States . . . in Crown Cans from the United States . . . helped in the drive that brought the famous 8th Army to its junction with the troops from the United States and the elimination of the Afrika Korps.

The African front is no more . . . but the war goes on . . . and on every front Crown Cans are doing their part to carry and safeguard all kinds of supplies needed by the fighting men of the United Nations.

CROWN CAN COMPANY, New York • Philadelphia. *Division of Crown Cork and Seal Company*, Baltimore, Maryland

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CROWN CAN

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OPD—10-11-1943 17

U.S.I. CHEMICAL NEWS

October ★ A Monthly Series for Chemists and Executives of the Solvents and Chemical Consuming Industries ★ 1943

Anhydrous Ethanol Finds New Uses in Vital War Jobs

Expanding Future Predicted for Product Pioneered by U.S.I.

For years, anhydrous ethanol has been used in the making of dyes, pharmaceuticals, anti-freeze (Super Pyro) and as a solvent in resin and nitrocellulose compositions.

War in the tropics, and the urgent need for large quantities of anti-malarials, have changed this picture radically. For both quinacrine (atebrin) and plasmoquin, the now-famous substitutes for quinine, are dependent on anhydrous alcohol at certain stages in their production. To visualize the magnitude of this one use alone, it is necessary only to realize that this country today is producing quinacrine at the rate of 1,200,000,000 tablets per year — the equivalent of 50 per cent more than the world's total prewar supply of quinine.

Synthesis of Sulfa Drugs

Not only in the manufacture of anti-malarial drugs is anhydrous alcohol finding new uses. Many chemical reactions which cannot be carried out in 190 proof ethanol become practical in anhydrous. Such reactions, for example, are currently being used in the synthesis of the newer sulfa drugs, sulfadiazene, sulfamerizine, and sulfamethazine. They have served, too, in greatly simplifying the production of vitamins B_1 and B_6.

As a solvent, anhydrous ethanol is acquiring importance in still other fields. An interesting new process for soap manufacture, in which the recovery of glycerol is greatly simplified, uses anhydrous alcohol. This helps satisfy the huge demand for glycerol in munitions and protective-coatings manufacture. Anhydrous alcohol is essential as a solvent to compensate for the water content of the low-proof ethanol used in wetting down SS nitrocellulose.

Many, if not all, of these uses for anhydrous ethanol will continue to grow with the coming of peace. Others will undoubtedly appear. All will amply justify U.S.I.'s pioneering effort, back in 1922, in introducing commercial anhydrous alcohol to the American market at a price only slightly higher than that of regular 190 proof.

What's in a Name?

Four different spellings of "Atebrin" currently appear in the literature about this new anti-malarial. "Atebrin" say both the American and British *Chemical Abstracts*. "Atebrine" says *Thorpe's Dictionary of Applied Chemistry*. "Atabrin" says *The Merck Index*. "Atabrine" says the *United States Dispensary*. On top of this, chemists call it quinacrine hydrochloride — or 4 amino-1-diethyl amino pentane 3-chloro-7-methoxy-acridone, for short.

Resin-Improved Red Lead Primer Protects Billions in War Equipment

Paint for Ships and Military Equipment of "Compelling Importance" in War, Says Navy

An unseen protector for America's great Maritime fleet, as well as for other implements of war valued in billions, has gone on duty as a result of an important improvement in paint formulation using alkyd resins. Today's *red lead primer*, on an alkyd base, widely used as an under coat for ships and other metal surfaces exposed to corrosive conditions, is saving extra man-hours as well as "saving-the-surface."

From U.S.I.'s Stroock & Wittenberg Division has come much of the resin progress raising the protective qualities of red lead primer, as well as other naval and military paints. S&W "Aroplaz 1328,"* for example, is a widely used alkyd constituent of paints meeting Army, Navy and Maritime specifications. In the Maritime primer (Specification MC52A1), it provides durability, flexibility and dull sheen. Sudden temperature changes, salt water spray, and even deformation of the surface may be encountered without opening cracks in the coating. The bond to the base metal is unusually tenacious. At the same time, fast drying is not sacrificed . . . a vitally important factor in today's shipbuilding.

Finish Coat for Battleships

The widely-used Navy finish coat (Specification 52-R-13) is another important paint to which "Aroplaz" gives great durability. Used on both outside and inside surfaces, it has the good brushability and drying characteristics needed where time is at a premium. Retention of the exact shade of color selected for maximum safety of the ship and non-reactivity with the necessary pigments, is a further strong point for "Aroplaz" resins.

(*Continued on next page*)

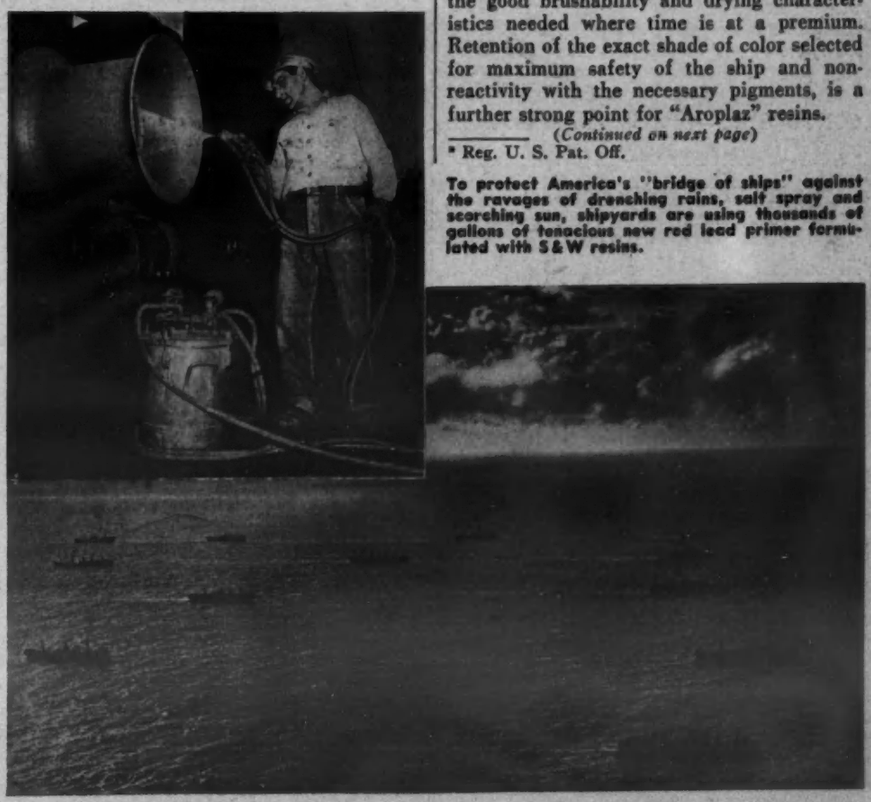
* Reg. U. S. Pat. Off.

New Equipment Design Speeds Vitamin Extraction

Fish oils are first saponified with aqueous ethanol-caustic soda. The vitamin-containing unsaponifiable fraction is then extracted countercurrent with an immiscible solvent $(CH_2Cl)_2$, in a specially-designed cylindrical vessel. The vessel, described in a British Patent is fitted with a revolving shaft carrying partly semi-circular, partly semielliptical baffle discs. This affords small clearance with the vessel on one side, wider clearance on the other. The discs are staggered so that solvent entering at the bottom is forced to follow a tortuous path up through the soap solution.

New Mothproofing Agent

A patent has been granted for a mothproofing composition consisting of a solution of a guanidine salt, with *p*-tert-amylphenol or a fatty acid in an organic solvent. Solubility of the salt is enhanced by the use of a substance such as *n*-butyl alcohol.



To protect America's "bridge of ships" against the ravages of drenching rains, salt spray and scorching sun, shipyards are using thousands of gallons of tenacious new red lead primer formulated with S&W resins.

ADVERTISEMENT—*This entire page is a paid advertisement.*

October ★ **U.S.I. CHEMICAL NEWS** ★ 1943

Improved Red Lead Primer

(Continued from preceding page)

Resins Improve Duck Coating

In still another application, S&W resins find themselves close to the front lines as a constituent of a protective coating for cotton duck (meeting Jeffersonville Q.D. Specification 242). In the tropics, particularly, where rain, sun, humid heat and mold growth would mean quick decay for unprotected canvas, this coating with a combination alkyd-hard resin base has a vital job to do on tents, hospital sidewalls, and the like. An important characteristic of the resin combination (Aroplaz-Arochem) is its compatability with chlorinated paraffin, which is included in the formula to keep the coating non-flammable.

One measure of the importance of paints in the war — and of the production demands for resins being made on the Stroock & Wittenberg Division of U.S.I. — can be obtained from recent figures released by the U. S. Navy Department, which state that some 50,000 carloads of paint are used on American men-of-war alone! The paint for one battleship would cover a fence 5 feet high — 273 *miles* long!

Foresight in the expansion of facilities for resin manufacture by U.S.I. has been a highly important factor in increasing the volume as well as the protective quality of paints for war. The highly specialized job of producing alkyds by combining phthalic anhydride, a fatty acid or an oil and glycerine is being carried out continuously under complete automatic control at one modern plant. For the production of ester gums, maleics and other resins in which natural rosin is a raw material, another new U.S.I. plant operates day and night in the heart of the Southern Pine country, with the wood rosin itself piped in from an adjacent producer.

Military paints, ranging all the way from stencil paint to spar varnish — from airplane "dope" to the familiar lusterless olive drab which marks the "jeep" the world over — are being formulated with one or more of S&W's six types of resins. These are:

"S&W" ESTER GUM — all types.

CONGO GUM — raw, fused and esterified.

AROPLAZ — alkyds.

AROFENE — pure phenolics.

AROCHEM — modified types.

NATURAL RESINS — all standard grades.

Granulated Soaps Kept Dust-Free by Spray Treatment

As granulated soaps lose moisture, the individual granules tend to break down into a fine dust which is annoying to the user. This difficulty is overcome by spraying the granulated soap with small quantities of certain polyhydric alcohols or other materials which act as hygroscopic agents and binders, according to a British Patent recently issued to a prominent soap manufacturer.

The spray must be carefully applied so as to hold the individual granules together without causing lumping. A material which is nonsoluble in the soaps is also of advantage, as it tends to coat the surface of each granule rather than being absorbed to a point where increased quantities are required.

Agents specifically mentioned are glycerol, ethylene glycol, diethylene glycol, sorbitol and mannitol. Also alkyl phosphates ($MRHPO_4$) in which M is an alkali metal and R an alkyl group.

A New Oxidant for Vat and Sulphur Dyes

Sodium chlorite, a new oxidizing agent used for bleaching cotton and other cellulose fibres, is reported to be valuable in developing vat and sulphur dyes.

Dyes are first reduced with sodium hydrosulfite to make them soluble. After absorption by the fabric, they must be oxidized to restore their original color. Chlorite is applied either in hot sodium bicarbonate or acetic acid solution. The chlorite is reduced to common salt which is easily removed.

The new process is said to speed up output of khaki, olive-drab and other cotton goods as much as 30 per cent, to simplify reproduction of colors, to produce more absorbent, softer, better-rinsing goods.

Non-Toxic Treatment For Insulin Hypoglycemia

Acetopyruvic acid, prepared from ethyl sodium acetone oxalate, is reported to provide protection against death by insulin hypoglycemia. Its action suggests a possible conversion to glucose during a critical demand on blood sugar. The drug is said to be nontoxic in moderate doses and easily absorbed from the alimentary canal.

TECHNICAL DEVELOPMENTS

Further information on these items may be obtained by writing to U.S.I.

Bonding of steel or light alloys, with a strength exceeding riveting, is said to be possible with a new synthetic resin adhesive. The process is also said to be effective in bonding metals to dissimilar products such as wood, plastics, and leather. **(No. 739)**

U S I

A mastic flooring material, especially suitable for areas where static electricity is a hazard, is announced. Easily applied over present floors, it is reported to provide an electrically-conductive surface which is easily cleaned, resistant to hard wear and heavy wheel loads. **(No. 740)**

U S I

A potash fish oil soap, available in limited quantities, is suggested as a carrier for insecticides or for use in commercial soap manufacture. **(No. 741)**

U S I

A new preservative for pharmaceutical and cosmetic products, reported to combine high efficiency in low concentration with extreme solubility in water, is announced. The preservative is said to be colorless and odorless. The manufacturer also announces another new preservative for products containing oils, fats, and alcohols. **(No. 742)**

U S I

A new paint spray gun, in which critical materials are limited to the air nozzle and needle valve, is announced. Nozzle design is said to prevent clogging, clean easily, and permit pattern adjustment from round to flat. **(No. 743)**

U S I

A new non-rubber sealing tape, stated to be both waterproof and non-toxic, is being recommended for sealing food, medicine and other consumer goods packages. **(No. 744)**

U S I

A new alcohol, (hydroabietyl) is now being offered as a paper coating, as a holding agent for china wood oil in varnish, and as a wetting agent for dispersing pigments in vehicles or during grinding. The new alcohol is valuable also as a plasticizer for protein film formers. **(No. 745)**

U S I

A luminous tape has been developed for indicating the location of aisles, machines and other important points during blackouts or power failures. The tape is reactivated, after service in the dark, by exposure to light from ordinary incandescent lamps. **(No. 746)**

U S I

Combustion tests, at temperatures up to 1000°F., are facilitated by a new electrically-heated, multiple-unit furnace. Originally designed for carbon determinations on gasoline cracking catalysts, the furnace is said to be adaptable for many other organic combustions. **(No. 747)**

U S I

A new boiler coating is offered to provide greater protection against both corrosion and fungus growth. The coating is said to retain its plasticity, and resistance to "craze," indefinitely. **(No. 748)**

U.S.I INDUSTRIAL CHEMICALS, INC.

60 EAST 42ND ST., NEW YORK 17, N. Y. — BRANCHES IN ALL PRINCIPAL CITIES

CHEMICALS · RESINS · ANTI- · SOLVENTS · ALCOHOLS · FREEZE · USI SERVICE TO INDUSTRY

ALCOHOLS
Amyl Alcohol
Butanol (Normal Butyl Alcohol)
Fusel Oil—Refined
Ethanol (Ethyl Alcohol)
Specially Denatured—all regular and anhydrous formulas
Completely Denatured—all regular and anhydrous formulas
Pure—190 proof, C.P. 96%, Absolute
*Super Pyro Anti-freeze
*Solox Proprietary Solvent
*ANSOLS
Ansol M
Ansol PR

ACETIC ESTERS
Amyl Acetate
Butyl Acetate
Ethyl Acetate
OXALIC ESTERS
Dibutyl Oxalate
Diethyl Oxalate
PHTHALIC ESTERS
Diamyl Phthalate
Dibutyl Phthalate
Diethyl Phthalate
OTHER ESTERS
*Diatol
Diethyl Carbonate
Ethyl Chloroformate
Ethyl Formate

INTERMEDIATES
Acetoacetanilide
Acetoacet-ortho-anisidide
Acetoacet-ortho-chloranilide
Acetoacet-ortho-toluidide
Acetoacet-para-chloranilide
Ethyl Acetoacetate
Ethyl Benzoylacetate
Ethyl Sodium Oxalacetate
ETHERS
Ethyl Ether
Ethyl Ether Absolute—A.C.S.
RESINS
Natural
Synthetic

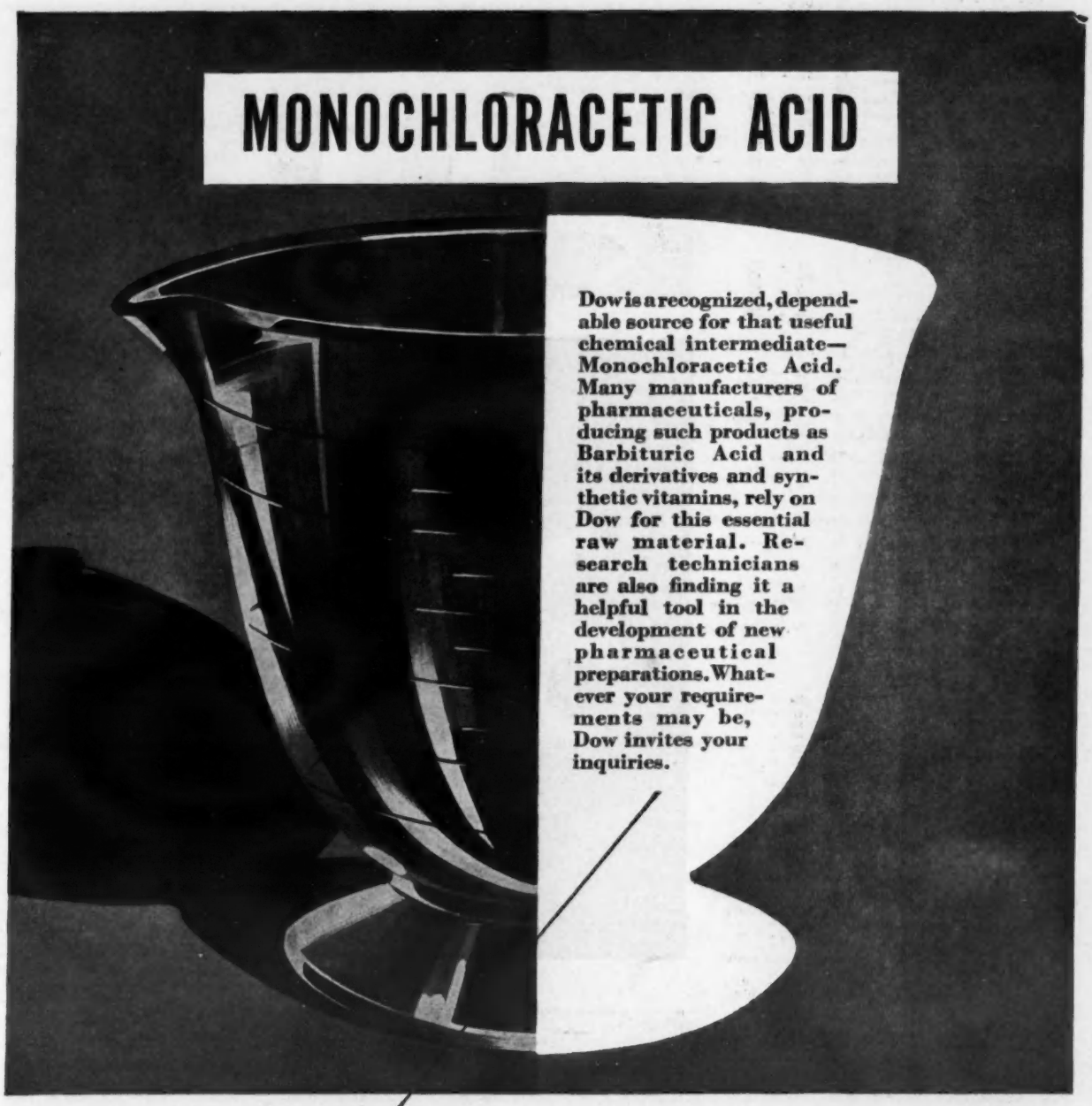
ACETONE
Chemically Pure
FEED CONCENTRATES
*Curbay B-G
*Curbay Special Liquid
*Vacatone 40
OTHER PRODUCTS
Collodions
Ethylene
Ethylene Glycol
*Indalone
Nitrocellulose Solutions
Urethan

*Registered Trade Mark

Gum, copal, East India,[1] batu, bold, scraped, bgs., c.l., same basis..lb. .10½- —
unscraped, same basis.lb. .09 - —
chips, same basis...lb. .12 - —
dust, same basis....lb. .06½- —
nubs and chips, same basis..lb. .05¾- —
black, bold, scraped, bgs., c.l., same basis..lb. .12 - —
unscraped, same basis.lb. .07½- —
nubs and chips, same basis..lb. .07¼- —
pale, Hiroe-Macassar,[1] bold, bgs., c.l., same basis..lb. .17¾- —
chips, same basis...lb. .11¼- —
dust, same basis....lb. .05½- —
nubs, same basis....lb. .13¾- —
Singapore, Rasak, bold, bgs., same basis..lb. .22¾- —
chips, same basis...lb. .11¾- —
dust, same basis....lb. .05½- —
nubs, same basis....lb. .16¾- —
Macassar,[1] WS, bgs., c.l., same basis..lb. .11¾- —
MA, same basis.....lb. .09¾- —
MB, same basis.....lb. .09¼- —
dust, same basis.....lb. .07¾- —
Manila, Boeas,[1] hard, bold, amber, light, bskts., c.l., same basis..lb. .13½- —
dark, light, same basis, lb. .14½- —
white, same basis....lb. .15½- —
Loba,[1] A, bgs., c.l., same basis..lb. .14 - —
B, same basis.....lb. .13¾- —
C, same basis.....lb. .13¾- —
CBB, same basis.....lb. .12 - —
CNE, same basis.....lb. .10 - —
D, same basis.....lb. .12¾- —
DBB, same basis.....lb. .11 - —
DU, same basis.....lb. .08¾- —
DK, same basis.....lb. .09½- —
MA, same basis.....lb. .09¾- —
dust, same basis.....lb. .07¾- —
MB, same basis.....lb. .09¼- —
WS, same basis.....lb. .11¾- —
Manila-Singapore,[1] white split chips, bgs., c.l., same basis..lb. .15½- —
dust, same basis.....lb. .07¾- —
whse., entry point, c.l.. lb. .08¾- —
Philippine,[1] Manila, extra bold, pale scraped, bskts., same basis..lb. .15 - —
bold, pale scraped, same basis..lb. .15 - —
extra pale, bold, sorts, same basis..lb. .12¾- —
pale chips, bold, same basis..lb. .13 - —
pale, nubs, WCB, same basis..lb. .13¾- —
small chips, same basis..lb. .11¾- —
SG, same basis.....lb. .10½- —
seeds and dust, same basis. lb. .08¾- —
Pontianak, bold, scraped, bgs., c.l., same basis..lb. .23¾- —
mixed, same basis.....lb. .17¾- —
chips, small, same basis..lb. .12¾- —
cuttings of split, same basis..lb. .19½- —
nubs, same basis.....lb. .18 - —
Gum copal, l.c.l. prices, ¼c. to ½c. higher.
dammar,[1] Batavia, A, cs., c.l., same basis..lb. .35¾- —
A/C, same basis.....lb. .31¼- —
A/D, same basis.....lb. .28¾- —
A/E, same basis.....lb. .25¾- —
B, same basis.....lb. .34¾- —
C, same basis.....lb. .28¾- —
D, same basis.....lb. .25¾- —
E, same basis.....lb. .18¾- —
F, same basis.....lb. .13¾- —
dust, same basis.....lb. .13¾- —
Singapore,[1] No. 1, cs., c.l..lb. .30¾- —
2, bgs., same basis.....lb. .25 - —
3, bgs., same basis.....lb. .12¾- —
chips, cs., same basis...lb. .23½- —
dust, bgs., same basis....lb. .13 - —
seeds, cs., same basis....lb. .17¾- —
Gum dammar, l.c.l. prices, ¼c. to ½c. higher.
Elemi,[1] cns.....lb. .09¼- .09¾
Ester, ord., dms., c.l., dlvd., Ill., Ind., Ky., Mich., Mid.-Atl. states, N. England states, Minneapolis, N. C., Ohio, St. Louis, St Paul, Va., W. Va..lb. .09½- —
other points, dlvd....lb. .10 - .11
l.c.l., dlvd., Ill., Ind., etc. lb. .09¾- .10
other points, dlvd.....lb. .10½- .12
Euphorbium, cs.....lb. 1.50 Nom.
Galbanum, cs.....lb. 1.60 - 1.65
Gamboge, pipe, cs.....lb. No stocks
powd., bbls.....lb. No stocks
Guaiac (see Guaiac resin).
Karaya, bbls., bxs., dms....lb. .14 - .36
Kauri,[1] brown, chips, extra, bgs., c.l., ex dock, whse.. lb. .18 - —
80%, same basis.....lb. .16 - —
dust, same basis.....lb. .12½- —
nubs, same basis.....lb. .24 - —
No. 1 extra, same basis....lb. .34 - —
superior, same basis.....lb. .31 - —
No. 2 extra, same basis.....lb. .30 - —
superior, same basis.....lb. .27½- —
No. 3, same basis.....lb. .23 - —
x, same basis.....lb. .36 - —
2x, same basis.....lb. .49 - —
3x, same basis.....lb. .77 - —
bush, assorted, same basis.lb. .35 - —
bright, same basis.....lb. .18 - —
bold, same basis.....lb. .40 - —
chips, same basis.....lb. .32 - —
dark, same basis.....lb. .18 - —
white, chips, pale, same basis, lb. .20¾- —
extra, same basis.....lb. .25½- —
dust, pale, same basis....lb. .20¾- —
extra, No. 1, same basis..lb. .43 - —
No. 2, same basis.....lb. .31 - —
No. 3, same basis.....lb. .30 - —
superior, No. 1, same basis, lb. .41 - —
No. 2, same basis.....lb. .31 - —
No. 3, same basis.....lb. .22 - —
3x, same basis.....lb. .65½- —
4x, same basis.....lb. .66 - —
5x, same basis.....lb. 1.50 - —
Gum kauri, l.c.l., prices are ¼c. to ½c. higher.
Locust bean, powd., bbls....lb. 1.25 Nom.
Mastic, cs.....lb. 5.00 Nom.
Myrrh, siftings, cs.....lb. .75 - .76
Olibanum, siftings, cs.....lb. .11½- .13
tears, cs.....lb. .18 - .35
Opium (see O).
Red (see Gum, yacca).
Rosin (see R).
Sandarac,[1] cs., ex dock, whse., lb. .97½- —
Scammony, cs.....lb. 1.30 - 1.35
Talha, bgs.....lb. .10 - .11
Tragacanth, No. 1, cs.....lb. 4.00 - 4.25
No. 2, cs.....lb. 3.75 - 4.00
No. 3, cs.....lb. 1.10 - 1.20
Yacca,[1] red gum, cesrse, bgs., ex dock, whse..lb. .06 - —
powdered .....lb. .07¼- —
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Acme, Tex., frt. equald..ton.22.65 - —
Harlem River, N. Y., frt. equald..ton.28.25 - —
Gypsum, Keene's cement, paper bgs., c.l., f.o.b. Medicine Lodge, Kan., frt. equald..ton.17.00 - —
New Brighton, N. Y., frt. equald..ton.23.25 - —
Southard, Oklahoma, frt. equald..ton.17.00 - —
Sweetwater, Texas, frt. equald..ton.21.45 - —
Plaster of paris, paper bgs., f.o.b. Blue Rapids, Kans., frt. equald..ton.12.50 - —
Acme, Tex., frt. equald.ton.12.50 - —
Harlem River, N. Y., frt. equald..ton.18.00 - —
Medicine Lodge, Kans., frt. equald..ton.12.50 - —
New Brighton, N. Y., frt. equald..ton.13.00 - —
Southard, Oklahoma, frt. equald..ton 12.50 - —
Sweetwater, Texas, frt equald..ton.12.50 - —
Stucco, paper bgs., c.l., f.o.b. Acme, Tex.; Akron, N.Y.; Blue Rapids, Kansas; Clarence Center, N.Y.; Fort Dodge, Ia.; Grand Rapids, Mich.; Gypsum Ohio; Harlem River, N.Y.; National City, Mich.; New Brighton, N. Y.; Plasterco, Ga.; Portsmouth, N. H.; Roton, Texas; Southard, Okla.; Sweetwater, Texas; frt. equald..ton. 8.00 - —
Saltville, Va.....ton. 9.00 - —
Terra alba, paper bgs., c.l., Harlem River, N. Y..ton 12.00 - —
New Brighton, N. Y.; Southard, Okla..ton.12.60 - —

H

Hawthorn berries, bgs.....lb. .55 - .60
Heliotropin, cryst., cns.....lb. 3.25 - 3.35
Hellebore, white, powd., bbls..lb. .46 - .47
Helonias root, bls.....lb. 1.15 - 1.35
Hematine, cryst., bbls., No. 1..lb. .34 - —
No. 2.....lb. .30 - —
No. 3.....lb. .28 - —
No. 4.....lb. .26 - —
No. 5.....lb. .24 - —
paste, bbls., No. 1.....lb. .14½- —
No. 2.....lb. .13½- —
No. 3.....lb. .12½- —
Hemlock bark extract,[1,6] 25% tan, c.l., bbls., works..lb. No stocks
tanks, works.....lb. No stocks
Hempseed, bgs.....lb. .17¾- .18¼
Henbane leaves, lbs.....lb. 1.40 - 1.75
Henna leaves, bls.....lb. .17 - .18
powd., bbls., bxs.....lb. .22 - .23
Heptane,[1] 56°-100° C, industrial grade, dms., c.l., Group 3..gal. .12½- —
l.c.l., Group 3.....gal. .19 - —
tankcars, Group 3.....gal. .10 - —
77°-115°, industrial, dms., c.l., Group 3..gal. .13 - —
l.c.l., Group 3.....gal. .19 - —
tankcars, Group 3.....gal. .10½- —
laboratory grade, dms., c.l., Group 3..lb. .16 - —
l.c.l., Group 3.....gal. .29 - —
10 gals., Group 3....gal. .55 - —
Hexaldehyde, normal, dms., c.l., works..lb. 1.10 - —
Hexalin (see Cyclohexanol).
Hexamethylenetetramine,[1,6] tech., dms., 1,500 lbs. up, Perth Amboy or N.Y.C..lb. .32 - —
150 to 1,350 lbs., same basis. lb. .33 - —
USP, dms., 500 lbs. or more, same basis..lb. .38 - —
fib. ctns., same basis.....lb. .40 - —
Hexane,[1] 60°-70°C., industrial grades, dms., c.l., Group 3, gal. .13½- —
l.c.l., Group 3.....gal. .19 - —
tankcars, Group 3.....gal. .10½- .11
laboratory grade, dms., c.l., Group 3..gal. .18 - —
l.c.l., Group 3.....gal. .29 - —
10 gals., Group 3.....gal. .55 - —
Hexanol, dms., l.c.l., works..lb. .25 - —
Homatropine hydrobromide, bots. oz.37.50 -42.00
Hoofmeal, 17-18% ammon., bulk, Chicago..unit. 4.25 - 4.35
Hops, NF, bls.....lb. .48 - 1.50
Horehound, bls.....lb. .10 - .12
Hydrangea root, bls.....lb. No prices
Hydrastine, bots.....oz.20.00 - —
Hydrochloride, bots.....oz.20.00 - —
Sulphate, bots.....oz.29.00 - —
Hydrastinine, 15 grs., bots..bot. 1.95 - —
Hydrastis (see Goldenseal).
Hydrofuramide, dms., fib. cns., works..lb. .30 - .40
Hydrogen peroxide, USP, bbls.lb. .03¾- .04
100 vols., cbys., E. of Miss. River West Coast via Panama Canal..lb. .15¼- .18½
Hydroquinone, bbls., dms.....lb. .90 - .94
Hydroxycitronellal, cns.....lb. 8.75 - 9.00
dms., extra, ret'able, dlvd..lb. 4.50 —
Hyoscine hydrobrimide, bots., gram. 4.50 - —


MONOCHLORACETIC ACID
Dow is a recognized, dependable source for that useful chemical intermediate—Monochloracetic Acid. Many manufacturers of pharmaceuticals, producing such products as Barbituric Acid and its derivatives and synthetic vitamins, rely on Dow for this essential raw material. Research technicians are also finding it a helpful tool in the development of new pharmaceutical preparations. Whatever your requirements may be, Dow invites your inquiries.
• The value of Monochloracetic Acid extends far beyond the pharmaceutical field. Dow is supplying large quantities for the preparation of dyes, plastics, photographic chemicals and other industrial applications.
THE DOW CHEMICAL COMPANY, MIDLAND, MICHIGAN
New York City, St. Louis, Chicago, Houston, San Francisco, Los Angeles, Seattle
PHARMACEUTICALS
DOW
CHEMICALS INDISPENSABLE TO INDUSTRY AND VICTORY

Hyoscyamine, bots.	oz.	20.00	-37.50
Hydrobromide, bots.	oz.	20.00	-37.50
Sulphate, bots.	oz.	20.00	-37.50
Hypernic, cryst., bbls., No. 1.	lb.	.42	- —
No. 2.	lb.	.34	- —
extract, bbls., No. 1.	lb.	.24	- —
No. 2.	lb.	.19	- —

I

Iceland moss, bls.	lb.	1.45	- 1.50
Icthammol, N.F., bots.	lb.	4.30	- 4.35
Indian red (see Red, Indian).			
Indigo, nat., chests	lb.	2.14	- 2.20
synth., paste, bbls.	lb.	.16½	- .19
powd., bbls.	lb.	.74½	- .85
Indium metal	oz.	12.50	- —
Indol, CP, bots.	lb.	26.50	-27.50
Insect flowers (see Pyrethrum).			
Iodine, crude, 25-lb. jars	lb.	1.67	- —
150-lb. kgs., less 5% ex whse., Staten Island	lb.	1.36	- 1.44
resubl., 5-lb. bots., jars	lb.	2.00	- 2.10
Iodoform, 100-lb. dms., kgs.	lb.	3.95	- 4.10
jars	lb.	4.20	- —
Ipecac root, bgs.	lb.	No prices	
powd., bgs.	lb.	No prices	
Irish moss, ordinary, bls.	lb.	.26	- .28
powd., 80-90 mesh, bbls.	lb.	.32	- .33
prime bleached, bls.	lb.	.38	- .50
powd.	lb.	.52	- .58
Iron acetate, liquor, bbls., c.l., dlvd.	lb.	.17	- —
l.c.l., dlvd.	lb.	.18	- —
solut., USP IV, 100-lb. cbys.,	lb.	.17	- —
50-lb. djns.	lb.	.18	- —
Chloride (ferric), tech., anhydr., 390-lb. dms.	100 lbs.	4.65	- 6.25
150-lb. dms.	100 lbs.	5.00	- 6.00
cryst., bbls., works, frt. alld. or equald.	lb.	.05	- .06
kegs, works, frt. alld. or equald.	lb.	.07½	- .08
USP X, cryst., lump, bbls.	lb.	.07½	- —
kegs	lb.	.08½	- —
solut., cbys., works, frt. alld. or equald.	lb.	.06½	- .07½
djns.	lb.	.07½	- —
Citrate, USP VIII, pearls.	lb.	.72	- .75
powd., cns.	lb.	.84	- .87
scales	lb.	.77	- .80
Glycerophosphate, bbls., 1,000-lb. lots.	lb.	3.30	- 3.39
100-lb. lots.	lb.	3.40	- 3.49
cns., 25 lbs.	lb.	3.52	- 3.62
Hyposulphite, bbls., dms.	lb.	1.50	- 1.53
Iodide, bots.	lb.	3.18	- 3.52
syrup, cbys., bots.	lb.	.53	- .59
cbys.	lb.	.39	- .40
Nitrate, red, tech., dms.	lb.	.03½	- .04
Oxalate, pearls, cns.	lb.	.52	- —
powd., cns.	lb.	.52	- .49
kgs	lb.	.47	- —
Oxide, black (see Black iron oxide).			
Phosphate, ferric, pearls, cns.	lb.	.54	- .57
scales, cns.	lb.	.59	- .62
Pyrophosphate, pearls, cns.	lb.	.59	- .62
scales, cns.	lb.	.64	- .67
Reduced, 90%, kgs.	lb.	.65	- .75
Sulphate, tech. (see Copperas and Ferric sulphate).			
USP, cryst., bbls., dms.	lb.	.05½	- .06
Iron-ammonia citrate, brown, green, gran., pearls.	lb.	.32	- .35
scales, dms.	lb.	.44	- .47
Oxalate,[6] bbls.	lb.	.23½	- —
dms., kgs.	lb.	.25½	- —
Iron-soda oxalate, bbls., dms.	lb.	.23½	- .26½
Isobutyl acetate,[6] dms., works.	lb.	.0660	- —
tanks, works	lb.	.0760	- —
Propionate, dms., works	lb.	.102	- —
Isopentane, dms., works	gal.	.45	- .55
Isophorone, dms., works	lb.	.25	- —
Isopropanol (see Alcohol, isopropyl).			
Ispropyl acetate,[6] dms., c.l., E. of Rockies, frt. alld.	lb.	.11	- —
l.c.l., E. of Rockies, frt. alld.	lb.	.11½	- .12
tanks, E. of Rockies, frt. alld.,	lb.	.10	- —
Alcohol (see Alcohol).			
Ether, dms., c.l.	lb.	.06	- —
l.c.l.	lb.	.06½	- —
tanks	lb.	.04½	- —
Isopropylamine, dms., works.	lb.	.35	- —

J

Jaborandi leaves, bls.	lb.	.09	- .10
Jalap root, NF, bls.	lb.	.45	- .63
powd., bbls., bxs.	lb.	.52	- .53
Resin, lump, cns.	lb.	5.85	- —
powd., bxs.	lb.	5.90	- —
Juniper berries, dom., bgs.	lb.	.55	- .60
imp. (Juniperus communis), bgs.	lb.	.70	- —

K

Kamala, tins.	lb.	.40	- .45
Kaolin (see China clay).			
Kava kava root, bls.	lb.	.33	- .34
Kerosene at refinery:—			
Ark., 41-43 w.w., bulk, tanks,	gal.	.04½	- .04¼
Bayonne, 41-43 w.w., tank	gal.	.071	- —
Gulf ports, 41-43 w.w., bulk	gal.	.04½	- .04⅝
Okla.-Tex., 41-43 w.w., tanks,	gal.	.04	- .04⅜
Penn., 45 w.w., tanks	gal.	.07	- .07¾
46 w.w., tanks	gal.	.07	- —
47 w.w., tanks	gal.	.07½	- —
San Francisco, tanks	gal.	.11½	- —
Kola nuts, bgs.	lb.	.10	- .15

L

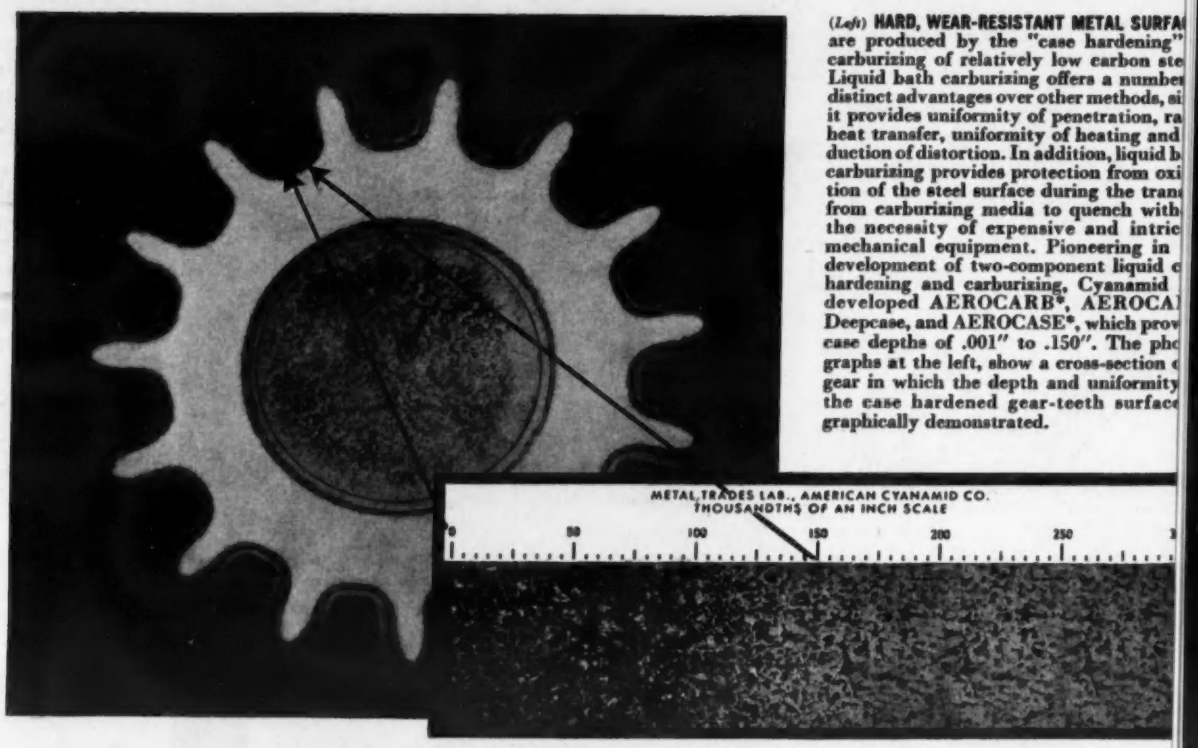
Lady slipper root, bls.	lb.	.55	- .70
Lanolin (see Adeps lanae).			
Lard,[1,6] city, trcs.	100 lbs.	12.80	- —
Western, choice, trcs.	100 lbs.	13.80	- —
Larkspur seed, bgs.	lb.	3.75	- 4.00
Laurel berries, bls.	lb.	.25	- .26
Leaves, Cyprus, bls.	lb.	.27½	- .28
Greek, bls.	lb.	.39	- .40
Portuguese, bls.	lb.	.15½	- .16
Spanish	lb.	.30½	- .31
Lavender flowers, medium, bls.	lb.	.80	- .85
ordinary, bls.	lb.	.70	- .75
select, bls.	lb.	.90	- .95
Lead,[1,6] (metal) (see paint market).			
Acetate, white, broken, bbls.	lb.	.12½	- —
cryst., bbls.	lb.	.13½	- —
gran., powd., bbls.	lb.	.13¼	- —
Lead arsenate,[1,6] paste, stand., cns., c.l.	lb.	.05¾	- .06
l.c.l.	lb.	.06	- .06¼
powder, basic, 3-lb. bgs. or larger, c.l.	lb.	.11½	- .12
l.c.l.	lb.	.12	- .12½
1-lb. ctns., c.l.	lb.	.18½	- .22½
l.c.l.	lb.	.19	- .23
standard, 3-lb. bgs. or larger, c.l.	lb.	.11	- .11½
l.c.l.	lb.	.11¼	- .12
1-lb. bgs., c.l.	lb.	.16	- .20
l.c.l.	lb.	.16½	- .20½
1-lb. ctns., c.l.	lb.	.18	- .22
l.c.l.	lb.	.18½	- .22½
½-lb. ctns., c.l.	lb.	.21	- .25

Lead arsenate, powd., standard, ½ lb., ctns., l.c.l. lb. .21½- .25½

Inside column is maximum OPA prices for manufacturers or distributors; outside column for all other purchasers. Lead arsenate prices are works or whse. basis, frt. alld. to dest. in lots of 96 lbs. or over; no frt. or truck allowance for works or whse. pick-ups.

Blue, basic sulphate, bbls., c.l., dlvd. E.	lb.	.07½	- —
dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo.	lb.	.07¾	- —
l.c.l., dlvd. E.	lb.	.07¾	- —
dlvd. Ariz., Cal., Col., Idaho, Mont., Nev., N. M., Ore., Utah, Wash., Wyo.	lb.	.08	- —
Carbonate (see Lead, white).			
Chloride, fib. dms.	lb.	.49	- —
Iodide, NF V, powd., bots.	lb.	2.80	- —
jars	lb.	2.69	- —
Linoleate, pale, precip., bbls.	lb.	.22½	- —
Metal (see quotations in market report).			
Metallic paste, works	lb.	.19¾	- .21¾
Nitrate, bbls.	lb.	.12½	- —
Oleate, bbls.	lb.	.17¾	- —
Peroxide, powd., tech., bbls.	lb.	.23	- —
Red, dry, 95% or less Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo., and E. of Cascade Mts. in Ore. and Wash.	lb.	.09¼	- —
Other points	lb.	.09	- —
l.c.l., 5 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex., and W. Cascade Mts. in Ore. and Wash.	lb.	.09¾	- —
Lead, red, dry, 95% Pb_3O_4, or less, bbls., l.c.l., 5 tons, dlvd. Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.	lb.	.10¼	- —
Colo., Mont., N. Mex., Wyo.	lb.	.10	- —
other points	lb.	.09½	- —
smaller lots, Ala., etc.	lb.	.10¼	- —
Ariz., etc.	lb.	.10¾	- —
Colo., etc.	lb.	.10½	- —
other points	lb.	.10	- —
97%, Pb_3O_4, bbls., c.l., dlvd. Ala., etc.	lb.	.09½	- —
other points	lb.	.09¾	- —
l.c.l., 5 tons, dlvd. Ala., etc.	lb.	.10	- —
Colo., etc.	lb.	.10¼	- —
Ariz., etc.	lb.	.10½	- —
other points	lb.	.09¾	- —
smaller lots, dlvd. Ala.,	lb.	.10¾	- —
Ariz., etc.	lb.	.11	- —
Colo., etc.	lb.	.10¾	- —
other points	lb.	.10½	- —
96% Pb_3O_4, bbls., c.l. (20 tons), dlvd. Ala., etc.	lb.	.09¾	- —
other points	lb.	.09½	- —
l.c.l., 5 tons, dlvd. Ala., etc.	lb.	.10½	- —
Ariz., etc.	lb.	.10¾	- —
Colo., etc.	lb.	.10½	- —
other points	lb.	.10	- —
smaller lots, dlvd. Ala., etc.	lb.	.10½	- —
Ariz., etc.	lb.	.11¼	- —
Colo., etc.	lb.	.11	- —
other points	lb.	.10½	- —
in oil, 95% min., kgs.	lb.	.14	- —
Resinate, fused, 15%, bbls., c.l.,	lb.	.10	- .12
pale, bbls., c.l.	lb.	.12	- .14
Lead resinate, fused, 6%, bbls., c.l.	lb.	.09½	- .10½
l.c.l.	lb.	.10¼	- —
Silicate, bgs.	lb.	.0730	- .0780
Stearate, bbls.	lb.	.31	- .38
Sulphate (see Lead, white, basic sulphate).			
Titanate, bgs., bbls., c.l., works, frt. alld.	lb.	.11	- —
l.c.l., 5 tons, one delivery, E., frt. alld.	lb.	.11½	- —
Pac. Cst., ex whse.	lb.	.11½	- —
smaller lots, E., frt. alld.	lb.	.11½	- —
Pac. Cst., ex whse.	lb.	.11¾	- —
White, basic carbonate, dry, bbls., c.l., dlvd. Ariz., Calif., Colo., Idaho, Mont., Nev., N. Mex., Ore., Utah, Wash., and Wyo.	lb.	.06½	- —
other points	lb.	.06¾	- —
l.c.l., dlvd. Ariz., etc.	lb.	.06¾	- —
other points	lb.	.06½	- —
basis sulphate, dry, bbls., c.l., dlvd. Ariz., etc.	lb.	.07½	- —
other points	lb.	.07¾	- —
l.c.l., dlvd. Ariz., etc.	lb.	.08	- —
other points	lb.	.07½	- —
in oil, consumers, kgs.	lb.	.13¼	- .13¾
dealers, 100-lb. kg.	lb.	.11¼	- .11¾
painters, 100-lb. kg.	lb.	.12¼	- .12¾
Lecithin, edible, dms., c.l.	lb.	.28½	- —
l.c.l.	lb.	.29	- .43
in cocoa butter, dms., c.l.	lb.	.40½	- —
l.c.l.	lb.	.41	- .55
tech., dms., c.l.	lb.	.26	- —
l.c.l	lb.	.26½	- .37½
Lemon peel, bls.	lb.	.35	- .46
Licorice extract, mass, cns.	lb.	.25	- .72
powd., bbls.	lb.	.60	- .88
root, natural, Indian, bls.	lb.	.08	- .09
powder, bbls.	lb.	.12	- .13
Russian, bls.	lb.	.06½	- .09
Spanish, bls.	lb.	.12¼	- .13

Life On The



(*Left*) **HARD, WEAR-RESISTANT METAL SURFA** are produced by the "case hardening" carburizing of relatively low carbon ste Liquid bath carburizing offers a numbe distinct advantages over other methods, si it provides uniformity of penetration, ra heat transfer, uniformity of heating and duction of distortion. In addition, liquid b carburizing provides protection from oxi tion of the steel surface during the tran from carburizing media to quench with the necessity of expensive and intric mechanical equipment. Pioneering in development of two-component liquid c hardening and carburizing, Cyanamid developed AEROCARB*, AEROCA Deepcase, and AEROCASE*, which prov case depths of .001" to .150". The pho graphs at the left, show a cross-section gear in which the depth and uniformity the case hardened gear-teeth surfac graphically demonstrated.

(*Left*) **TO GUARD AGAINST** structural failure sulting from salt water corrosion, the expo surfaces of aluminum alloys in airplanes protected against corrosion by an u coating of a zinc chromate primer, an es tial ingredient of which has been chinaw oil. A recent announcement of the Chemi Division of the War Production Board, h ever, precludes use of chinawood oil for al resins used to make these essential airc primers. Cyanamid's foresighted "repl ment research" has developed REZYL* 7 and REZYL 728-5, two new resin vehic produced without critical oils. These h proven efficient substitutes in productio fast-drying zinc chromate primers that m the rigid requirements of U.S. Army Navy specification standards. In the la issue of "Specification Finishes," Cyana has undertaken to accurately correlate U Army, Navy, Maritime Commission other "Specs" with the specific resins will meet these requirements. Complete gested formulations are given for many the more important specifications. A cop "Cyanamid Resins for Specification Finish may be obtained on request.

Lignin extract, tanning grade, bgs., c.l., works	lb.	.04	- —
Lime, chemical (quicklime), lump or pebble, bulk, f.o.b.:—			
Adams, Mass.	ton.	8.00	- —
Annville, Pa.	ton.	7.50	- —
Bellefonte, Pa.	ton.	7.50	- —
Berkley, W. Va.	ton.	7.50	- —
Carey, Ohio	ton.	7.00	- —
Cedar Hollow, Pa.	ton.	8.50	- —
Crab Orchard, Tenn.	ton.	6.25	- —
Eagle Mountain, Va.	ton.	7.00	- —
Farnams, Mass.	ton.	8.00	- —
Gibsonburg, Ohio	ton.	7.00	- —
Hannibal, Mo.	ton.	6.50	- —
Keystone, Ala.	ton.	6.25	- —
Knoxville, Tenn.	ton.	6.25	- —
Limedale, Ark.	ton.	7.00	- —
Longview, Ala.	ton.	6.25	- —
Manistique, Mich.	ton.	8.00	- —
Martinsburg, W. Va.	ton.	7.50	- —
Menominee, Mich.	ton.	8.00	- —
Mitchell, Ind.	ton.	6.50	- —
Newala, Ala.	ton.	6.25	- —
Rincon, Cal.	ton.	13.00	- —
Ripplemead, Va.	ton.	7.00	- —
Riverton, Va.	ton.	7.00	- —
Rockland, Me.	ton.	8.00	- —
San Francisco, Cal.	ton.	13.00	- —
Scioto, Ohio	ton.	6.50	- —
Springfield, Mo.	ton.	7.00	- —
Woodville, Ohio	ton.	7.00	- —
York, Pa.	ton.	9.00	- —
hydrated, f.o.b. Adams, Mass.,	ton.	9.00	- —
Annville, Pa.	ton.	9.00	- —
Bellefonte, Pa.	ton.	9.00	- —
Berkley, W. Va.	ton.	9.00	- —
Buffalo, N. Y.	ton.	10.00	- —
Carey, Ohio	ton.	8.50	- —
Cedar Hollow, Pa.	ton.	9.00	- —
Crab Orchard, Tenn.	ton.	9.00	- —
Eagle Mountain, Va.	ton.	8.50	- —
Farnams, Mass.	ton.	9.00	- —
Gibsonburg, Ohio	ton.	9.00	- —
Lime, hydrated, Hannibal, Mo.	ton.	9.00	- —
Keystone, Ala.	ton.	9.00	- —
Knoxville, Tenn.	ton.	9.00	- —
Le Roy, Minn.	ton.	10.00	- —
Lime Crest, N. J.	ton.	8.50	- —
Limedale, Ark.	ton.	9.00	- —
Longview, Ala.	ton.	9.00	- —
Louisville, Ky.	ton.	14.50	- —
Manistique, Mich.	ton.	9.50	- —
Marblehead, Ohio	ton.	9.50	- —
Martinsburg, W. Va.	ton.	9.00	- —
Mitchell, Ind.	ton.	9.00	- —
Newala, Ala.	ton.	9.00	- —
Potoskey, Mich.	ton.	9.00	- —
Port Island, Mich.	ton.	9.00	- —
Rapid City, S. D.	ton.	12.00	- —
Ripplemead, Va.	ton.	9.00	- —
Rockland, Me.	ton.	9.00	- —
San Francisco, Cal.	ton.	16.00	- —
Springfield, Mo.	ton.	9.00	- —
Woodville, Ohio	ton.	9.00	- —
York, Pa.	ton.	9.00	- —
spray, paper bags, f.o.b.:—			
Adams, Mass.	ton.	9.50	- —
Annville, Pa.	ton.	9.50	- —
Bellefonte, Pa.	ton.	9.50	- —
Carey, Ohio	ton.	11.00	- —
Farnams, Mass.	ton.	10.00	- —
Gibsonburg, Ohio	ton.	11.00	- —
Lime Crest, N. J.	ton.	9.00	- —
Marblehead, Ohio	ton.	11.00	- —
Rockland, Me.	ton.	10.00	- —
Scioto, Ohio	ton.	10.00	- —
Woodville, Ohio	ton.	11.00	- —
York, Pa.	ton.	9.50	- —
Lime-ammonia nitrogen 20.5% N, bgs., works.	ton.	32.50	- —
Lime salts (see Calcium).			
Linalool, cns.	lb.	7.00	-10.85
Linalyl acetate, cns.	lb.	4.60	-11.85
Linden flowers, bls.	lb.	No stocks	
Linseed meal,[1] 34%, bulk, c.l.	ton.	45.00	- —
32%, bulk, c.l.	ton.	43.00	- —
Litharge, com'l powd., bbls., c.l., dlvd. Ala., Ariz., Ark., Colo., Fla., Ga., Idaho, La., Miss., Mont., Nev., N. Mex., Okla., Tex., Utah, Wyo. and E. of Cascade Mts. in Ore., and Wash.	lb.	.06¼-	—
other points	lb.	.06	- —
l.c.l., 5 tons, dlvd. Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash.	lb.	.06¾-	—
Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.	lb.	.06¼-	—
Colo., Mont., N. Mex., Wyo.	lb.	.06	- —
Other points	lb.	.06½-	—
smaller lots, dlvd. Ala., etc.	lb.	.06¾-	—
Ariz., etc.	lb.	.06¾-	—
Colo., etc.	lb.	.06½-	—
Other points	lb.	.06	- —
Lithium,[6] bromide, bbls., 100 lbs., works., frt. equald.	lb.	1.90	- —
smaller lots, works.	lb.	1.93	- 1.95
Carbonate, NF, 250-lb. bbls., kgs.	lb.	1.25	- 1.30
Chloride, jars	lb.	1.65	- 1.70
Citrate, bbls., dms., kgs.	lb.	1.40	- 1.45
Fluoride, bbls.	lb.	2.45	- 2.60
Hydroxide, jars	lb.	1.25	- 1.40
Iodide, 5-lb. bots.	lb.	5.20	- —
25-lb. jars	lb.	5.05	- —
Lithopone,[1] titanated (high strength), bgs., c.l.	lb.	.0560	- —
smaller lots	lb.	.0585-	—
bbls., c.l.	lb.	.0585-	—
smaller lots	lb.	.0610-	—
Lithopone, ordinary, bgs., c.l. (20 tons)	lb.	.04¾-	—
smaller lots	lb.	.04¼-	—
bbls., c.l. (20 tons)	lb.	.04¼-	—
smaller lots	lb.	.04¾-	—
Lithopone, c.l., dlvd. Pac. Cst., ¼c. higher; l.c.l., ex whse, Pac. Cst., ½c. higher.			
Liverwort leaves, bls.	lb.	.60	- —
Lobelia herb, bls.	lb.	.46	- .55
Lobeline sulphate, bots., whs.	oz.	25.50	-38.00
Logwood, cryst., No. 1, bbls.	lb.	.28	- —
No. 2, bbls.	lb.	.26	- —
extract, liquid, No. 1, bbls.	lb.	.14	- —
No. 2, bbls.	lb.	.13	- —
No. 3, bbls.	lb.	.12¼-	—
No. 4, bbls.	lb.	.10	- —
solid, No. 1, bxs.	lb.	.23½-	—
No. 2, bxs.	lb.	.21½-	—
Lovage root, dom., bls.	lb.	.45	- .50
Imported, bls.	lb.	4.50	Nom.
Lupulin, NF, tins	lb.	4.75	Nom.
Lycopodium, USP, cs.	lb.	6.00	- 7.00

M

Mace,[1] Amboyna, cs.	lb.	.77	- .78
Banda, cs.	lb.	.98	Nom.
West Indian, bgs.	lb.	.66	- .67
Madder, Dutch, bbls.	lb.	.24	- .30
Magnesia, arsenate,[6,1] dms.	lb.	.153	- .18
Calcined, tech., USP, bbls., works.	lb.	.26	- —
Carbonate, tech., Zone 1, c.l., bgs.	lb.	.06¼-	—
bbls.	lb.	.07½-	—
kgs.	lb.	.08¾-	—
l.c.l., bgs.	lb.	.07½-	—
bbls.	lb.	.08½-	—
kgs.	lb.	.09¾-	—
Zone 2, c.l., bgs.	lb.	.06¼-	—
bbls.	lb.	.07½-	—
kgs.	lb.	.08¾-	—
2, l.c.l., bgs.	lb.	.07	- —
bbls.	lb.	.08¼-	—
kgs.	lb.	.09½-	—
USP, Zone 1, c.l., bgs.	lb.	.09	- —
bbls.	lb.	.09½-	—
kgs.	lb.	.09¾-	—
l.c.l., bgs.	lb.	.09	- —
bbls.	lb.	.09½-	—
kgs.	lb.	.10¾-	—
Zone 2, c.l., bgs.	lb.	.06¼-	—
bbls.	lb.	.08½-	—
kgs.	lb.	.09¾-	—
l.c.l., bgs.	lb.	.08¾-	—
bbls.	lb.	.09¼-	—
kgs.	lb.	.10¼-	—

Magnesia carbonate:—Zone 1—Conn., Del., D. of C., Md., Mass., N. J., N. Y., Pa., and R. I. Zone 2—Balance of U. S. Frt. alld. on c.l. shipt., equaled, with Ambler, N. Y., Philipsburg, Plymouth Meeting and Valley Forge. Freight allowed on l.c.l., incl. dlvd. storedoor.

Chloride, anhyd., bbls., dlvd.	lb.	.13	- —
flake, bbls., c.l., works.	ton.	82.00	- —
l.c.l., works.	ton.	39.00	-42.00
Fluoride, bbls.	lb.	.40	- .50
Hydroxide, med., bbls., dms., kgs.	lb.	.25	- .30
Hypophosphite, cns.	lb.	1.45	- —
Oxide (see Magnesia, calcined).			
Palmitate, bbls.	lb.	.33	- .35
Peroxide, 15%, dms., works.	lb.	1.00	- 1.35
Phosphate, tribasic, USP, dms.,	lb.	.65	- .67
kgs.	lb.	.62	- —
Silicate (see Talc).			
Silicofluoride, bbls.	lb.	.18	- .20
Stearate, bbls.	lb.	.31	- .32
Sulphate (see Epsom salt).			
Trisilicate, dms., 1,000-lb. contracts	lb.	.37	- —
smaller lots, dms.	lb.	.42	- —
Magnesite, cal., powd., bgs., f.o.b. mines, Calif.	ton.	58.75	- —
l.c.l., dlvd., N. Y.	ton.	84.00	-90.00
dead-burned,[1] bulk, c.l., f.o.b. Chewelah, Wash.	ton.	22.00	-32.00
Malva flowers, black, bls.	lb.	No stocks	
blue, bls.	lb.	No stocks	
Leaves, bls.	lb.	.40	- .55
Manaca root, bls.	lb.	.24	- .26
Mandrake root, bls.	lb.	.21	- .23
Manganese acetate, dms.	lb.	.26¼-	—
Arsenate,[6] bgs.	lb.	.12	- .12¼
Borate, tech., bbls.	lb.	.15	- .17
Carbonate, bbls.	lb.	.19	- —
Chloride, bbls.	lb.	.14	Nom.
Dioxide, African, battery, 84-87%, bbls., 25-40 tons, works.	ton.	74.00	- —
5-15 tons, works.	ton.	77.00	- —
smaller lots, works.	ton.	82.00	- —
Caucasian, 85-90%, bbls., c.l., works.	ton.	74.00	- —
l.c.l., 5 tons, works.	ton.	77.00	- —
smaller lots, works.	ton.	82.00	- —
burlap bgs., c.l., works.	ton.	71.75	- —
l.c.l., 5 tons, works.	ton.	74.75	- —
smaller lots, works.	ton.	79.75	- —
paper bgs., c.l., works.	ton.	70.00	- —
l.c.l., 5 tons, works.	ton.	73.00	- —
Glycerophosphate, bgs., bbls., 1,000-lb. lots.	lb.	3.05	- —
100-lb. lots.	lb.	3.15	- —
cns., 25 lbs.	lb.	3.27	- —
Hydrate, bbls., dlvd.	lb.	.22	- —
Iodide, bots., 5 lbs.	lb.	5.70	- —
jars, 25 lbs.	lb.	5.55	- —
Linoleate, liquid, 4%, dms.	lb.	.20	- —
solid, precip., 5.2%, bbls.	lb.	.22	- —
Resinate, fused, 3½%, bbls.	lb.	.09	- .10¼
precip., dms.	lb.	.14¼-	.15½
Sulphate, anhyd., dms., works.	lb.	.11¼-	.11¼
feed grade, 77-80%, bgs.	lb.	.05¾-	.06¼
fertilizer, 60%, $MnSO_4$, bgs., c.l., dlvd. East.	ton.	59.50	- —
l.c.l., bgs., same basis or f.o.b. Balto. and Cincinnati.	ton.	66.50	- —
Industrial grade, 80% $MnSO_4$, bgs.	lb.	.05	- .06¼
Mangrove bark, if, and when, available, bgs., based on freight $19; insurance $2 per ton. Any difference for buyers account. Current freight $18.20; WSA insurance $3.75 per ton.	ton.	63.00	- —
Manna flake, large, cs.	lb.	No stocks	
small, cs.	lb.	3.40	- 3.45
Mannitol,[6] com'l grade, bbls., works.	lb.	.35	- .40
reagent grade, 50-lb. cs. or multiples, works.	lb.	.35	- —
Manure, sheep, bgs., c.l., Midwest shipping points.	ton.	12.00	-20.00
kiln-dried, bgs., c.l., f.o.b. Chicago.	ton.	15.00	-25.00
Marjoram, Argentine, bls.	lb.	.42½-	.43
Calif., French type, bls.	lb.	.75	- .76
Chilean, to arrive, bls.	lb.	.39	- .40
French, bls.	lb.	.84	- 1.15
Portuguese, wild, bls.	lb.	.24½-	.35
Tunisian, bls.	lb.	.60	- .65
Mexico leaves, bls.	lb.	.22	- .29
Menthol, natural, cs.	lb.	14.50	Nom.
synthetic; USP, cs.	lb.	13.00	- —
technical	lb.	6.00	- 6.50
Menthyl salicylate, tins.	lb.	3.00	- 3.10
Mercurial ointment, USP, mild, 10%, tubs.	lb.	.70	- .72
30%, pails	lb.	1.44	- 1.46
50%, pails	lb.	2.09	- 2.11

Chemical Newsfront

Above) **LOCATING AIRMEN FORCED DOWN AT SEA** is one of the many dramatic contributions that have been made in the war effort. Our government has provided every aviator, and every rubber life raft carried in our planes with a "Life Jacket Dye Marker" kit containing uranine, a product of the Calco Chemical Division of American Cyanamid Company. When this kit is opened and the dye released, a brilliant yellow-green spot, visible for miles, spreads instantly over the sea making it easy for searching planes to spot them.

Right) **FLUORESCENT TUBE SOCKETS** are molded of BEETLE* plastic in a variety of types and styles to meet the varied requirements of modern industry. Because of its high dielectric strength, its light weight and durability, high electrical insulation value and its attractive appearance, BEETLE, Cyanamid's urea-formaldehyde molding compound, has been found ideal for many such electrical and lighting applications. Another example of the versatility of BEETLE plastics is its use for safety reflectors and diffusers on incandescent lighting fixtures. In addition to these electrical applications BEETLE has been found especially useful for cap and bottle closures, tableware and buttons. In planning the designs of Tomorrow, other Cyanamid plastics and laminating resins will also play a major part. MELMAC* thermosetting plastics offer unusual possibilities for articles in which high dielectric strength and arc-resistance are required, or where low moisture absorption is desirable.

*Reg. U. S. Pat. Off.

American Cyanamid & Chemical Corporation

30 ROCKEFELLER PLAZA · NEW YORK 20, N. Y.

Mercury (see Quicksilver).
Ammoniated (see White precipitate).
Bichloride,[3] (see Corrosive sublimate).
Bisulphate,[3] bots.....lb. 3.02 - —
fib. dms.....lb. 2.89 - 2.91
Chloride[3] (see Calomel).
Cyanide,[3] cryst., powd.....lb. 4.00 - 4.05
Iodide,[3] red, NF, bots.....lb. 4.66 - 4.71
fib. dms., kgs.....lb. 4.60 - —
yellow, bots.....lb. 4.76 - 4.81
fib. dms., kgs.....lb. 4.70 - —
Nitrate ointment (see Citrine ointment).
Oxide,[3] yellow, N.F. VI, fib. dms,.lb. 3.89 - —
tech. (see Yellow, mercury oxide).
red,[3] NF (see Red, precipitate).
tech. (see Red, mercury oxide).

Mercury and chalk,[3] 5-lb. ctns.lb. 1.93 - 1.96
dms. .....lb. 1.86 - 1.88
Mesityl oxide, dms., c.l., dlvd.lb. .11½- —
l.c.l., dlvd.....lb. .12 - —
tanks .....lb. .10½- —
Metal leaf, composition, 5½x5½ in..pkg. 3.00 - —
gold XX, deep, 23, 3⅜x3⅜ in., pkg.15.00 - —
silver, 3⅜x3⅜ in.....pkg. 3.00 - —
Metanitroparatoluidine, bbls...lb. 1.05 - 1.10
Metaphenylenediamine, kgs....lb. .65 - —
Metatoluylenediamine, kgs.....lb. .70 - —
Methanol,[1,4] natural, all grades, dms., c.l., E. of Miss. R. gal. .63 - .66
l.c.l., same basis.....gal. .73 - .76
tanks, same basis.....gal. .60 - —
Inside prices on natural methanol are drums extra; outside, drums included. Prices W. of Miss. R. 3c. higher.
synthetic,[4,6] dms., c.l., Zone 1, frt. alld..gal. .34½- —
2, frt. alld. or dlvd...gal. .36½- —
3, frt. alld.....gal. .38½- —
4, frt. alld.....gal. .40½- —

Methanol, synth., l.c.l., Zone 1, frt. alld. or dlvd..gal. .37 - —
2, frt. alld.....gal. .42½- —
3, dlvd., S. F. and L. A.. gal. .41 - —
4, frt. alld. or dlvd...gal. .52½- .56½
tanks, Zone 1, frt. alld...gal. .28 - —
2, frt. alld.....gal. .30 - —
3, frt. alld.....gal. .32 - —
4, frt. alld.....gal. .32½- —

Synthetic methanol sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., S. C., Tenn., Col., Fla., Ga., Kans., La., Miss., Neb., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., N. D., Okla., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal., San Francisco, Cal., also (c.l. only) Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., Idaho, Mont., N. Mex., Nev., Ore., Utah, Wash.

Methyl acetate, CP, 97-99%, dms., c.l., E. of Miss..lb. .10½- .12
W. of Miss.....lb. .11½- .13
l.c.l., E. of Miss.....lb. .11 - .14
W. of Miss.....lb. .12 - .13½
tanks, E. of Miss.....lb. .09½- —
W. of Miss.....lb. .10½- —
tech., dms., c.l., E. of Miss. lb. .07 - .09
W. of Miss.....lb. .08 - —
l.c.l., E. of Miss.....lb. .07½- .11
W. of Miss.....lb. .08½- .10½
tanks, E. of Miss.....lb. .06 - —
W. of Miss.....lb. .07 - —
Acetoacetate, dms., c.l., works, frt. alld..lb. .29½- —
Acetone, natural, Group A, dms., c.l., E. of Miss., frt. alld..gal. .66 - —
l.c.l., same basis.....gal. .76 - —
tanks, same basis.....gal. .60 - —
Natural methyl acetone quoted dms., included by group A. Prices W. of Miss. R., 3c. per gal. higher.

Methyl acetone, nat., Group B, dms., c.l., Zone 1, frt. alld..gal. .63 - —
Zone 2, same basis.gal. .65 - —
Zone 3, same basis.gal. .67 - —
Zone 4, same basis.gal. .69 - —
l.c.l., Zone 1, same basis gal. .66 - —
Zone 2, same basis.gal. .83 - —
Zone 3, same basis.gal. .70 - —
Zone 4, same basis.gal. .83 - —
tanks, Zone 1, same basis. gal. .60 - —
Zone 2, same basis...gal. .62 - —
Zone 3, same basis...gal. .64 - —
Zone 4, same basis...gal. .64½- —

Natural methyl acetone quoted drums extra by Group B, sales Zones are:—Zone 1, Conn., Del., D. of C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Pa., R. I., Tenn., Vt., Va., W. Va., Wisc.; Zone 2, Ala., Ark., Col., Fla., Ga., Kan., La., Miss., Neb., N. D., Okla., S. C., S. D., Tex., Wyo.; Zone 3, Los A., San Fran., Seattle, Wash., Portland, Ore.; Zone 4, Ariz., Cal., Idaho, Mont., N. Mex., Nev., Ore., Utah, Wash.

synthetic, dms., c.l., Zone 1.. gal. .51 - —
Zone 2.....gal. .52 - —
Zone 3.....gal. .53½- —
Zone 4.....gal. .54½- —
l.c.l., Zone 1.....gal. .54½- —
Zone 2.....gal. .57 - —
Zone 3.....gal. .58 - —
Zone 4.....gal. .59½- —
tanks, Zone 1.....gal. .43 - —
Zone 2.....gal. .44½- —
Zone 3.....gal. .45½- —
Zone 4.....gal. .45½- —

Synthetic methyl acetone sales zones are:—Zone 1, Conn., Del., D. C., Ill., Ind., Iowa, Ky., Me., Md., Mass., Mich., Minn., Mo., N. H., N. J., N. Y., N. C., Ohio, Penn., R. I., S. C., Tenn., Vt., Va., W. Va., Wis.; Zone 2, Ala., Ark., Col., Fla., Ga., Kan., La., Miss., Neb., N. D., Okla., S. D., Tex., Wyo.; Zone 3, Los Angeles, Cal.; San Francisco, Cal.; also (c.l. only) Portland, Ore., and Seattle, Wash.; Zone 4, Ariz., Cal., N. Mex., Mont., Nev., Idaho, Ore., Utah, Wash.

Methyl alcohol (see Methanol).
Anthranilate, 100-lb. lots....lb. 2.20 - 2.50
25-lb. lots, bots.....lb. 2.25 - 2.65
Benzoate, cns.....lb. .70 - 1.10
Bromide, cns.....lb. .75 - .80
cyls. .....lb. .65 - .75
Chloride, refrigeration, 500 lbs. and up machine mfrs. and jobbers, cylinders..lb. .32 - —
service men and consumers, cyl..lb. .36 - —
60 to 400 lbs., cyl, mach., mfrs. and jobbers..lb. .36 - —
service men and consumers, cyl..lb. .40 - —
tanks, multi-unit, machine mfrs. and jobbers..lb. .31 - —
service men and consumers, lb. .35 - —

Methyl chloride quotations are spot or contract, ship., point. Prices above are in 60, 90 and 180-lb. cylinders. Prices on the 20-lb. cylinders, uniformly 10c. per pound higher.

Cinnamate, cns.....lb. 1.50 - 4.00
Formate, dms.....lb. .89 - —
Lactate, dms., l.c.l., dlvd...lb. .70 - —
Iodide, bots.....lb. 4.00 - 4.15
Salicylate,[1] 500-lb. dms.....lb. .35 - —
25-50 lbs.....lb. .37 - .38
Methylamyl ketone, dms., cns., works..lb. .25 - .28
Methylcellulose, specl, vis. (4,000 cps.), fib. ctns., 2,000 lbs. or more, frt. alld..lb. .60 - —
100 to 1,999 lbs., frt. alld.lb. .65 - —
1 to 99 lbs., works.....lb. .70 - —
standard vis. (15-1,500 cps.), fib. ctns., 2,000 lbs. or more, frt. alld..lb. .58 - —
100 to 1,999 lbs., frt. alld. lb. .58 - —
1 to 99 lbs., works.....lb. .63 - —
Methylcyclohexane, 98-100%, dms., works..lb. .16 - —
Methylcyclohexanol, 98-100%, dms., works..lb. .23 - —
Methylcyclohexanone, 98-100%. dms., works..lb. No stocks
Methylene blue, medicinal, kgs., 100 lbs..lb. 2.00 - —
cns., 5 lbs.....lb. 2.35 - —
Chloride, refrig., dms., works, lb. .18 - .23
solvent, dms., works.....lb. .12 - .15
Methylethyl ketone,[6] dms., E. of Rocky Mts..lb. .09 - —
l.c.l., same basis.....lb. .09½- —
tanks, same basis.....lb. .08 - —
Methylhexyl ketone, dms., tech., works..lb. .60 - —
Methylisobutyl ketone,[5] dms., c.l., dlvd..lb. .12½- —
l.c.l., dlvd.....lb. .13 - —
tanks, dlvd.....lb. .11½- —
Methylnaphthyl ketone, cryst., cns..lb. 3.00 - 3.10
Mica, dry grd.,[1] roofing, white, 20 mesh, bgs., c.l., f.o.b. works..ton.27.50 - —
l.c.l. .....ton.32.50 - —
30-31 mesh, bgs., c.l...lb.27.50 - —
l.c.l. .....ton.32.50 - —
40-45 mesh, bgs., c.l...lb.27.50 - —
l.c.l. .....ton.32.50 - —
80 mesh, bgs., c.l.....lb.35.00 - —
l.c.l. .....ton.38.00 - —
paint, plastic, 100 mesh, c.l., bgs..ton.40.00 - —
ton 43.50 -
wet grd.,[1] biotite, c.l., bgs..lb. .03¾- —
l.c.l. .....lb. .04¼- —
white, 1,000 mesh, bgs., c.l., lb. .03¾- —
paint or lacq., c.l., bgs....lb. .04¾- —
l.c.l. .....lb. .05¼- —
paper, bgs., c.l.....lb. .04¾- —
l.c.l. .....lb. .05¼- —
rubber, c.l., bgs.....lb. .04½- —
l.c.l. .....lb. .05 - —

Mica, dry grd., quoted works; wet grd. and 1,000-mesh mica in carload lots is ex alld. E.; less carload lots ex whse. or frt. alld. E. Prices of the wet grd. are ½c. per lb. higher W. of Miss. R. and 1c. per lb. higher W. of Rockies.

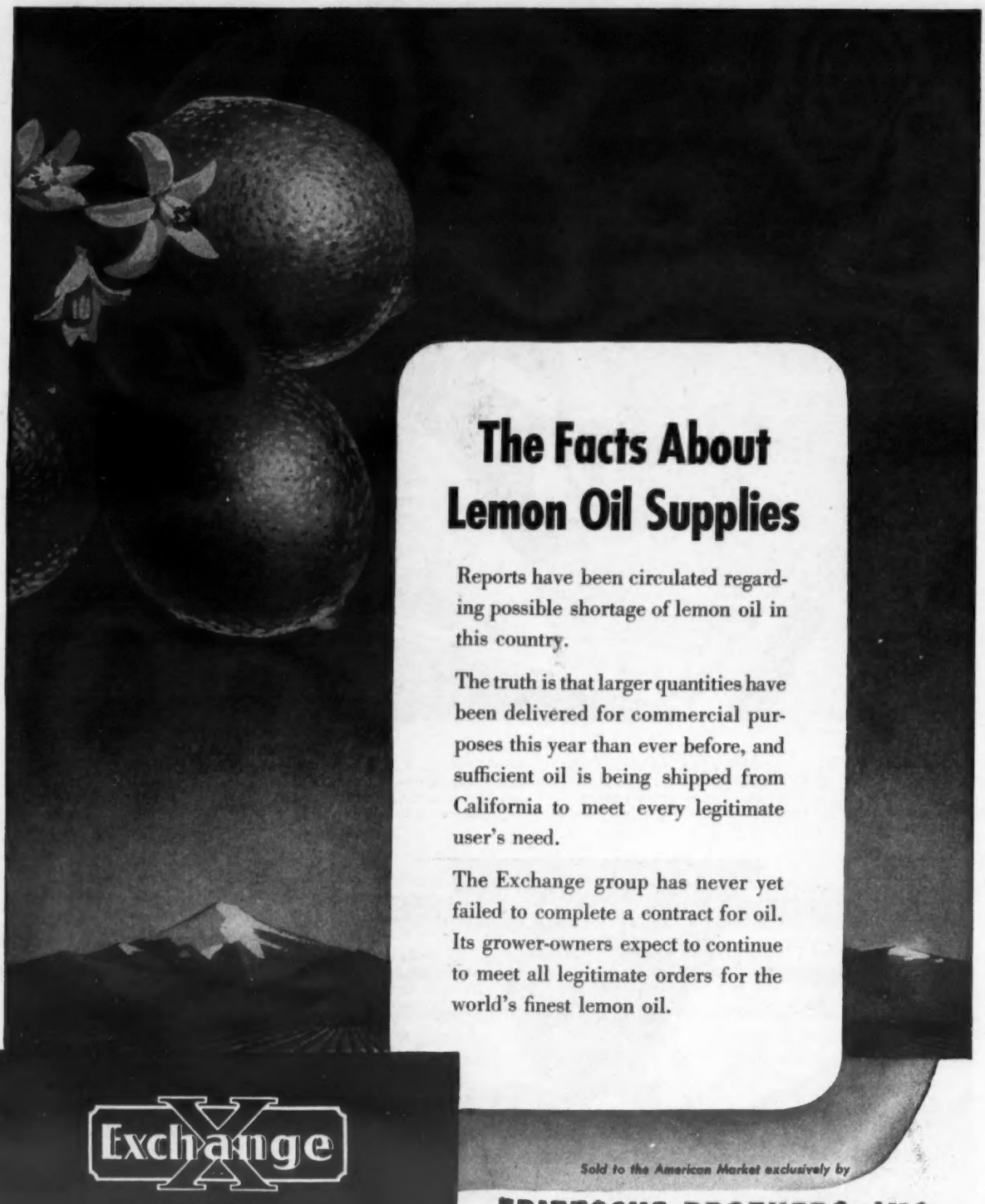
Milk powder, skimmed,[1] roller, Zone A, bbls., bulk. lb. .13½- —
Zone B.....lb. .13¾- —
spray, bbls., bulk, Zone A. lb. .15½- —
Zone B. same basis.lb. .15¾- —

Milk powder, skimmed, when sold by manufacturers to the U. S. Government or any agency thereof, 1c. less than prices on skimmed milk powder. Zone A, all States not included in Zone B. Zone B, Conn., Del., D. C., Mass., Md., Me., N. J., N. H., N. Y., Pa., R. I., and Vt.

whole, roller, bbls.....lb. .35 - —
spray, bbls.....lb. .36 - —
Milk sugar, bbls., c.l.....lb. .25 - —
l.c.l., 10 bbls. or over.....lb. .26 - —
less than 10 bbls.....lb. .27 - —
Millet seed, early fortune, bgs., lb. .04 - .04½
hulled, bgs.....lb. .07 - .12
yellow, bgs.....lb. .04 - .04½
Mineral spirits (see Petroleum, mineral spirits).
Molasses,[1,6] blackstrap, tanks, f.o.b. works, Area 1..gal. .18 - —
Area 2, same basis....gal. .18½- —
Area 3, same basis....ton.20.00 - —
Area 4, same basis....ton.24.20 - —
Area 5, same basis....ton.33.20 - —

Note—Area No. 1, Fla., Ga., La., Tex.; Area No. 2, Mass., Md., N. J., N. Y.; Area No. 3, Calif., Wash., Ore.; Area No. 4, Colo., Idaho, Kan., Mont., Neb. (excluding Grand Island area), S. D., Utah, Wyo.; Area No. 5, Grand Island, Neb., Ia., Ind., Mich., Minn., Ohio, Wis.

Molybdate orange (see Orange, molybdate).
Molybdenum metal,[6] kgs., 99%, powd..lb. 2.60 - 3.00
Trioxide,[6] pure, kgs., basis Mo. content, works..lb. .95 - —
technical, kgs, works.....lb. .80 - —
Monoamylamine, dms., basis 100%, c.l., works..lb. .61 - —
l.c.l., works.....lb. .64 - —
Monoamylnaphthalene, l.c.l., dms., works..lb. .17 - —
Monobutylamine, dms., basis 100%, c.l., works..lb. .48 - —
l.c.l., works.....lb. .51 - —
Monochlorobenzene, dms., c.l...lb. .05½- —
l.c.l. .....lb. .07 - .09
tanks .....lb. .05 - —
Monoethanolamine,[6] dms., c.l., works..lb. .24 - —
l.c.l., dms.....lb. .25 - —
tanks .....lb. .23 - —



The Facts About Lemon Oil Supplies

Reports have been circulated regarding possible shortage of lemon oil in this country.

The truth is that larger quantities have been delivered for commercial purposes this year than ever before, and sufficient oil is being shipped from California to meet every legitimate user's need.

The Exchange group has never yet failed to complete a contract for oil. Its grower-owners expect to continue to meet all legitimate orders for the world's finest lemon oil.

Exchange

OIL OF

LEMON

U. S. P.

Sold to the American Market exclusively by

FRITZSCHE BROTHERS, INC.
76 Ninth Avenue, New York, N. Y.

DODGE & OLCOTT COMPANY
180 Varick Street, New York, N. Y.

Distributors for: **CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPARTMENT, ONTARIO, CALIF.**

Producing Plant: Exchange Lemon Products Co., Corona, California

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Monoethylamine, basis 100%, dms., c.l., works..lb. .43 - —
l.c.l., works.....lb. .46 - —
Monoethylaniline, dms.....lb. .47 - —
Monomethyl para-aminophenol-sulphate, dms..lb. 3.75 - 4.00
Monomethylamine, dms. .....lb. .65 - —
Monosodium phosphate (see Soda phosphate, monobasic).
Morphine, bots., 5 ozs.....oz.11.10 - —
cns., 25 ozs.....oz.10.90 - —
Acetate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Hydrobromide, 5 ozs.....oz. 8.95 - —
cns., 25 ozs.....oz. 8.75 - —
Hydrochloride, 5-oz. bots....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Sulphate, bots., 5 ozs.....oz. 9.00 - —
cns., 25 ozs.....oz. 8.80 - —
Morpholine, dms., 55 gals., l.c.l., works..lb. .67 - —
smaller containers, works....lb. .75 - —
Mullein leaves, cns.....lb. .12 - .18
flowers, cns.....lb. 1.75 - 2.10
Musk, nat., Tonquin, grains, bots. oz.40.00 -45.00
synth., ambrette, cns., 100 lbs. or more..lb. 4.00 - 9.00
25 lbs. to 75 lbs.....lb. 4.10 - 9.10
5 lbs.....lb. 4.25 - 9.45
ketone, cns., 100 lbs. or more, lb. 4.15 - 9.25
25 lbs. to 75 lbs.....lb. 4.25 - 9.35
5 lbs.....lb. 4.40 - 9.70
xylol, cns., 100 lbs. or more..lb. 1.40 - 2.50
25 lbs. to 75 lbs.....lb. 1.50 - 2.60
5 lbs.....lb. 1.65 - 2.80
Musk root, bls.....lb. 2.25 - 2.30
Mustard seed, Calif., brown, bgs., lb. .19½- .20
Montana, yellow, bgs.....lb. .11 - .11½
Washington, yellow, bgs....lb. .11½- .12
Myrobalans,[6] J1, bgs., f.a.s., based on freight $25; insurance $2 per ton. Any difference for buyers account. Current freight $27; WSA insurance $4.50 per ton.. ton.75.00 - —
J2, bags, f.a.s., same basis, ton.68.00 - —

N

Naphtha, painters (see Petroleum naphtha, V. M. & P.).
Solvent (see S).
Naphthalene, crude,[3,6] dom., 74°, bgs., c.l., frt. equald..lb. .03 - —
bbls., c.l., same basis..lb. .031 - —
tanks, same basis.....lb. .0275- —
Naphthalene, crude, dom., 78°, bgs., c.l., same basis..lb. .0325- —
bbls., c.l., same basis....lb. .0335- —
tanks, same basis.....lb. .03 - —
refined, balls, flakes, bbls., wholesalers and jobbers, works..lb. .08 - —
50-lb. cs., same basis....lb. .08¼- —
1-lb. pkgs., same basis...lb. .08¾- —
Neocinchophen, USP, dms....lb. 7.00 - 7.10
Nepheline syenite, glass grade, 20 mesh, bulk, Rochester, N. Y..ton.12.00 - —
pottery grade, 200 mesh, bulk, Rochester, N. Y..ton.15.50 - —
Nepheline synite in bgs. is priced $2 per ton above the bulk quotations.
Nerolin, cryst., cns.....lb. 1.70 - 2.00
Niacin (see Acid, nicotinic).
Nickel,[6] carbonate, bbls.....lb. .36 - .36¼
Chloride,[6] bbls.....lb. .18 - .20
Cyanide,[6] bots., dms.....lb. 1.40 - 1.50
Oxide,[6] black, bbls.....lb. .35 - .38
Salt,[6] bbls.....lb. .13 - .13¼
Nicotine, sulphate, 40%, dms., 50 lbs..lb. .7980- —
tins, 10 lbs.....lb. .90 -
Nicotinamide,[6] dms.....kilo.13.25 -13.60
Niger seed, bgs.....lb. .15½- .16
Nikethamide, bots., cbys.....lb.18.00 -19.00
Nitercake, bulk, works.....ton.16.00 - —
Nitrobenzene, dbl. dist., dms., c.l. lb. .06 - —
l.c.l. .....lb. .09 - —
tanks .....lb. .07 - —
Nitrocellulose, ester-soluble, 30-35, ¼, ½ sec., bbls., dry weight, l.c.l., works..lb. .26 - —
5-6, 15-20 sec. and higher, bbls., dry weight, l.c.l., works..lb. .25 - —
spirit-soluble, ¼, ½, 5-7, 40-60 sec., same basis..lb. .23 - —
Nitrocellulose:—Denatured alcohol used in manufacture is charged extra. Barrels are to be paid for extra, but are returnable.
Nitroethane, dms., l.c.l., wks.lb. .25 - —
Nitrogen solut., tanks, works, ports.. ton N.121.58 - —
Nitrogenous process tankage, bulk, producing plant..... unit-ton, 3.15 + .40- 3.50 + .40
sewage sludge, bulk, producing plant..unit-ton. 2.60 + .40- 3.00 + .40
Nitromethane, dms., l.c.l., works. lb. .25 - —
Nitronaphthalene, bbls.....lb. .34 - .38
Nitropropane I, dms., works..lb. .25 - —
II, dms., same basis.....lb. .25 - —
Nutgalls, Aleppo, bgs.....lb. .48 - .50
Chinese .....lb. .45 - .50
Nutmegs,[1] E. I., 80's, bgs....lb. .75 Nom.
West Indian, bgs.....lb. .86½ Nom.
Nux vomica, bls.....lb. .09 - .11
powd., bbls., bxs.....lb. .12 - .13

O

Oakbark extract,[1,6] 25% tan., bbls., c.l., works..lb. No stocks
tanks .....lb. No stocks
Ocher (see Yellow)
Octane[1] 100-140° C., industrial grade, dms., c.l., G.S..gal. .15¼- —
l.c.l., G.S.....gal. .20 - —
10 gals., G.S.....gal. .55 - —
tanks, G.S.....gal. .18 - —
Octanol, normal,[6] tech., 360-lb. dms., dlvd..lb. .85 - —
Oil, almond, bitter, artfl. (see Benzaldehyde)
natural, USP, bots.....lb. 3.50 - 6.00
sweet, exp., dms., cns.....lb. 1.85 - 2.50
Angelica root, bots.....lb.125.00 - —
Seed, bots.....lb. No stocks
Anilin (see A).
Anise, USP, cns., dms.....lb. 3.50 - 3.80
Apricot kernel, cns.....lb. .45 - .70
Avocado, cns., dms.....lb. .80 - .95
Babassu,[1,3] tanks.....lb. .1110- —
Bay, W. I., 50-55%, cns.....lb. 1.45 - 1.90
Puerto Rican, 55-60%, cns..lb. 1.60 - 2.00
Bergamot, artif., cns.....lb. 2.25 - 9.65
natural, Italian, coppers...lb.25.00 Nom.
Brazilian, cns.....lb.10.00 -10.25
Birch (see Oil, sweet birch).
Birchtar, crude.....lb. 2.00 - 2.25
rectified, cns.....lb. 3.00 - 3.25
Bois de Rose, Brazil, cns....lb. 4.50 - 5.00
Mexican (see Lignaloe wood).
Bone, dms., works.....gal. .65 - .70
Cade, USP IX (see Oil, juniper tar).
Cajeput, tech., dms.....lb. 1.40 - 2.10
redistilled, USP X, cns.....lb. 2.00 - 2.10
Oil, calamus, cns.....lb.22.50 -23.00
Camphor, sassafrassy, cns...lb. No stocks
white, cns.....lb. No stocks
Cananga, native, cns.....lb. 8.50 -11.00
rectified, cns.....lb.10.25 -12.00
Capsicum (oleoresin), USP VII, cns..lb. 4.00 - 5.50
Caraway, USP, cns.....lb.17.50 -19.50
Cardamom, bots.....lb.24.00 -28.00
Cassia, USP, cns.....lb.10.50 Nom.
Castor,[1,6] blown, dms., returnable, c.l..lb. .15¼- —
l.c.l. .....lb. .16 - —
cold pressed, USP, bbls., c.l. lb. .14 - —
l.c.l. .....lb. .14½- —
cns. .....lb. .15¾- .17¾
dms., returnable, c.l....lb. .13¾- —
l.c.l. .....lb. .14½- —
tanks .....lb. .13 - —
l.c.l. .....lb. .1900- —
tanks .....lb. .1770- —
No. 3, tech., bbls., c.l..lb. .13¾- —
l.c.l. .....lb. .14¼- —
dms., returnable, c.l..lb. .13½- —
l.c.l. .....lb. .14¼- —
tanks .....lb. .12¾- —
sulphonated, 50% (48% fat), dms., c.l..lb. .10 - —
l.c.l. .....lb. .11 - —
75% (63% fat), dms., c.l..lb. .12¼- —
l.c.l. .....lb. .13¼- —
80% (68% fat), dms., c.l..lb. .13½- —
l.c.l. .....lb. .14½- —
Cedarleaf, USP, cns., dms...lb. 1.55 - 1.75
technical, cns., dms.....lb. 1.05 - 1.10
Cedarwood, Southern, dms...lb. .55 - .70
Celery, bots.....lb.24.00 -26.00
Chaulmoogra, USP, cns.....lb. .82½- —
Chinawood (see Oil, tung).
Cinnamon bark oil, bots.....lb.35.00 -40.00
leaf oil, dms.....lb. 1.25 - 1.65
Citronella, Ceylon, cns.....lb. 1.00 - 1.20
Java, cns.....lb. 2.50 - 2.75
Clove makers, USP, cns.....lb. 1.65 - 1.75
Oil, coconut,[1,3] Manila, crude, bulk, c.i.f., N. Y..lb. .0835- —
edible, ex tax, dms.....lb. .0985- —
Cod, Newfoundland, dms..gal. .90 - —
Codliver,[5] med., USP, 30-gal. bbls. or dms..bbl.80.00 -88.00
Coriander, bots.....lb.24.00 -35.00
Corn,[1,6] crude, tanks, works.lb. .12¾- —
refd., bbls.....lb. .15½ Nom.
Cottonseed,[6] cooking, bbls...lb. .16¼- —
salad, bbls.....lb. .17 - —
Creosote (see C).
Croton, NF, cns.....lb. 3.00 - 4.00
Cubeb, USP, cns.....lb. 6.00 - —
Crude (see Petroleum, crude).
Cumin, bots.....lb. 8.00 -10.00
Cypress, bots.....lb.12.00 - —
Degras (see D).
Dillseed, bots.....lb. 6.25 - 8.00
weed, bots.....lb. 5.00 - 5.85
Dip (see D).
Erigeron, cns.....lb. 2.10 - 3.85
Eucalyptus, 70-75%, cns.....lb. 1.00 - 1.10
80-90%, cns.....lb. 1.05 - 1.18
Oil, fennel, sweet, cns.....lb. 3.00 - 3.25
Fishliver,[1,5] dms., 6,000 to under 60,000 units per gram—per million units. .14 - —
60,000 or under 200,000 units per gram—per million units. .20 - —
200,000 to more units per gram—per million units. .25 - —
Fuel (see Petroleum, fuel oil).
Gaultheria (see Oil, wintergreen leaf)
Geranium, Algerian, cns....lb.11.50 -16.50
Bourbon, cns.....lb.13.00 -15.00
Russian, cns.....lb.17.90 -18.00
Turkish (see Oil, palmarosa).
Grapefruit, cns.....lb. 1.85 - 2.25
Ginger, dist., bots.....lb.20.00 - —
Hemlock, cns.....lb. 1.10 - 1.40
Juniper berry, cns.....lb. 9.00 -16.00
wood, tech., cns.....lb. 1.00 - 1.25
Oil, juniper tar, USP, dms...lb. 1.00 - 1.50
Lard,[5] common, 1, bbls.....lb. .14 - —
extra, No. 1, bbls.....lb. .14½- —
winter, strained, bbls.....lb. .15 - —
prime, burning, bbls.....lb. .16 - —
ined., bbls.....lb. .15½- —
Laurel, bots.....lb. 5.00 Nom.
Lavandin, cns., 25 lbs.....lb. 5.75 - 7.00
Lavender flower, French, cns... lb. 7.50 -10.00
Russian, cns.....lb. 8.65 - 8.75
garden, cns.....lb. .55 - .75
spike, Spanish, pure, cns..lb. 4.75 - 5.00
tech., cns.....lb. 3.50 - 4.50
Lemon, Calif., cns.....lb. 3.25 - —
Messina, coppers, cns.....lb. No stocks
Terpeneless .....lb.25.00 -30.00
Lemongrass, cns., dms.....lb. 1.00 - 1.30
Lignaloe wood, Brazilian (see Bois de rose).
Mexican, seed, cns.....lb. 2.50 - 2.75
wood, cns.....lb. 2.75 - 4.00
Lime, dist., Jamaica, cns....lb. 9.00 -11.50
Mexican, cns.....lb. 6.00 - 6.25
expressed, Jamaica, cns....lb.11.00 -13.50
Linseed,[1] raw, dms., c.l....lb. .1530- —
10 or more.....lb. .1550- —
5 to 9.....lb. .1590- —
1 to 4.....lb. .1610- —
tankcar .....lb. .1490- —
tankwagon .....lb. .1510- —
Boiled linseed oil, .004 over raw.
Linseed replacement, dms....gal. 1.15 - 1.23
tankcar .....gal. 1.12 - —
Lubricating,[1] at refinery ex tax, California, neutrals, pale, 200-800 vis., 2¼-4, tanks, gal. .07¼- .11
red, 200-900 vis., 4-6½ plus, tanks..gal. .07¼- .11⅛
Group 3, bright stock, 150-160 vis., 0-25 pour, tanks, gal. .22½- .23
800 vis., No. 3 col.,0-10 pour, tanks..gal. .14½- .18
200-280 vis., No. 3 col., 15-25 pour, tanks..gal. .15 - .17¼

Fragrance Of The
PINE
FOREST
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AMERICAN DISTILLED OILS
Pure Oils Distilled Especially For Us . .
Oil of White Cedar
Oil of Cedar Leaf American Pure
Exceptionally Fine Quality
Oil of Balsam Fir American
Oil of Pine Needles American
Oil of Juniper Leaves American
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GENERAL DRUG COMPANY
644 Pacific St., Brooklyn, N. Y.
9 S. CLINTON STREET, CHICAGO
1019 ELLIOTT STREET, W. WINDSOR, ONT.

Oil, lubricating, at refinery, ex tax, Group 3, 140-150 vis., No. 8 color, 10-25 pour, tanks	gal.	.24	- .30
cylinder oils, 600-650 flash, tanks	gal.	.16	- .17
600-650 steam ref'd, tanks	gal.	.15	- .15½
neutral, 70° F., No. 3 color, 150 vis., 0-25 pour, tanks	gal.	.24	- .25
200 vis., 0-25 pour, tanks	gal.	.26	- .27
Mace, dist., cns., dms.	lb.	6.00	Nom.
Mandarin, Brazilian, cns.	lb.	6.75	- 9.00
Italian, coppers	lb.	11.50	-15.00
Menhaden,[1,5] crude, tanks, Balto.	lb.	.0890-	—
ref'd, alkali, dms.	lb.	.1405-	.1407
kettle-bodied, dms.	lb.	.1505-	.1507
light-pressed, dms.	lb.	.1305-	.1307
tanks	lb.	.1225-	—
Mineral, white (see Oil, white mineral).			
Mustard, artif., USP, cns.	lb.	1.60	- 1.70
Mustardseed,[6] exp., dms.	lb.	.14¾-	—
Neatsfoot,[4] 15°, c.l., bbls.	gal.	1.90	- —
20°, c.l., bbls.	gal.	1.80	- —
30°, c.l., bbls.	gal.	1.60	- —
pure, French, bbls.	lb.	.13¾	Nom.
Neroli, bots.	oz.	275.00	-375.00
Haitian, dms.	lb.	240.00	- —
Nutmeg, dist., cns., dms.	lb.	6.00	Nom.
Oiticica,[1,6] liquid, dms.	lb.	.25	- —
solid, dms.	lb.	.25	- —
Oleo,[6] 1, bbls.	lb.	.13¾	Nom.
Olibanum, bots.	lb.	4.50	- 5.00
Olive,[1,5] denat., dms.	gal.	4.10	- 4.20
edible, Calif., dms.	gal.	4.50	- 4.90
imported, dms.	gal.	5.21	- 5.51
foots, dms.	lb.	No prices	
sulphonated, 50% (40% fat), dms., c.l.	lb.	No prices	
l.c.l.	lb.	No prices	
35% (68% fat), dms., c.l.	lb.	No prices	
l.c.l.	lb.	No prices	
80% (68% fat), dms., c.l.	lb.	No prices	
l.c.l.	lb.	No prices	
Orange, sweet, dist., cs.	lb.	.75	- —
expressed, Brazilian, cns.	lb.	1.20	- 1.40
Calif., cns.	lb.	1.00	- 1.50
Florida, cns., dms.	lb.	.75	- 1.30
Messina, USP, coppers	lb.	No stocks	
West Indian, cns.	lb.	4.50	- 5.00
sesquiterpeneless, bots.	lb.	195.00	- —
Origanum, Spanish, cs.	lb.	2.80	- 3.25
Palm,[1,5] Niger, bulk, c.i.f. N.Y.,	lb.	.0825-	—
Palmarosa, cns.	lb.	4.85	- 6.25
Paraffin,[1] 300° flash, 100-110 vis., tanks, G.S.	gal.	.05¾-	—
320° flash, 60-75 vis., tanks, same basis	lb.	.05¼-	—
350 flash, 70-80 a 100 vis., 0/10 pour	gal.	.08	- —
80-85 vis., 0/10 pour, bbls., extra, Ind. refy.	gal.	.12	- —
100-100 vis., 0/10 pour, same basis	gal.	.08½-	—
10/25 pour, same basis	gal.	.08¼-	—
100-105 vis., 0/10 pour, same basis	gal.	.14	- —
Patchouli, cns.	lb.	6.60	- 9.50
Peanut,[1,5] crude, tanks, mill.	lb.	.13	- —
refd., edible, dms.	lb.	.16½	Nom.
Pennyroyal, dom., cns.	lb.	2.95	- 3.25
import, cns.	lb.	3.00	- 3.25
Peppermint, natural, dms.	lb.	No prices	
redist., USP, cns., dms.	lb.	No prices	
Perilla,[1,5] crude, dms.	lb.	.2450-	—
Petitgrain, Haitian, shipt, dms.,	lb.	2.25	- —
Paraguay, cns., dms.	lb.	1.40	- 1.95
Pimento, berry, cns.	lb.	8.00	- 8.75
Leaf, cns.	lb.	4.75	- 5.25
Pine, tanks, works	gal.	.55	- —
Pineneedle, cns.	lb.	3.00	- 3.25
Putty,[3] bbls., E. Segundo, Richmond, Cal.	gal.	.22½-	—
contracts	gal.	.19½-	—
dms., c.l., Whiting Ind.	gal.	.34	- —
Boston, Providence	gal.	.25	- —
l.c.l., same basis	gal.	.27	- —
tanks, same basis	gal.	18	- —
Martinez, Cal.	gal.	.28	- —

[3] Extra for bbls. but subject to quantity discounts, ranging from 2c. to 5c. per gallon, according to amount purchased.

Rapeseed,[1,5] denat., bulk, c.i.f. N. Y.	lb.	.1150-	—
Red,[6] dms., dlvd.	lb.	.13¼-	.14¼
tanks, dlvd.	lb.	.12½-	—
Rose, natural, coppers	oz.	15.00	-35.00
Rosemary, Spanish, cns., dms.	lb.	1.50	- 2.00
Rosin, 1st rectified, dms.	gal.	.60	- —
2d rectified, dms.	gal.	.62	- —
3d rectified, dms.	gal.	.66	- —
Rue, bots.	lb.	8.25	-10.00
Sage, Spanish, cns.	lb.	8.25	-28.00
Sandalwood, NF, dist., cns.	lb.	5.75	- 6.00
Mysore, cns., case lots	lb.	7.00	- 7.25
Sardine, crude,[1,5] tanks, Pac. Coast	lb.	.0890-	—
ref'd, alkali, dms.	lb.	.1405-	.1407
kettle-bodied, dms.	lb.	.1505-	.1507
light-pressed, dms.	lb.	.1305-	.1307
tanks	lb.	.1225-	—
Sassafras, artif., cns.	lb.	1.25	- 1.40
natural, cns., dms.	lb.	1.90	- 2.35
Savin, cns.	lb.	2.00	- —
Savory, cns.	lb.	8.00	- —
Sesame,[1,5] tanks.	lb.	.1430-	—
Shingle stain, bbls., c.l., works,	gal.	.19	- —
l.c.l., works	gal.	.20	- —
tanks, works	gal.	.14	- —
Snake root, Canada, cns.	lb.	No prices	
Soybean,[1,5] cr., tank, mill.	lb.	.1175-	—
clarif., dms.	lb.	.1290-	.1340
tanks	lb.	.1259-	—
refd., varnish, dms.	lb.	.1389-	.1400
tanks	lb.	.1340-	—
Spearmint, dms.	lb.	3.75	- —
Sperm,[6] bleach, 38°, dms.	lb.	.1443-	—
natural, 45°, dms.	lb.	.1310-	—
Spruce, cns., dms.	lb.	1.10	- 1.40
Sunflower seed,[1,5] tanks.	lb.	.1430-	—
Sweet birch, North, cns.	lb.	3.85	- 5.25
South, cns.	lb.	2.50	- 5.00
Tall, crude, dms., c.l., works,	ton.	53.65	-55.00
l.c.l., works	ton.	60.00	-65.00
tanks, works	ton.	40.00	-45.00
refined, dms., c.l., works.	lb.	.05	- —
l.c.l., works	lb.	.05½-	—
tanks, works	lb.	.04½-	—
Tallow,[6] acidless, bbls.	lb.	.14¼-	—
tanks	lb.	.13¾-	—
Tansy, cns.	lb.	3.70	- 3.90
Tar, pine, dms., E. cities.	gal.	.80	- .82
tanks	gal.	.24¼-	—
rect., USP, bbls.	gal.	.60	- —
Tar acid (ss. T).			
Thyme, NF, red, cns.	lb.	2.50	- 3.25
white, cns.	lb.	2.65	- 4.00
Tung,[1,6] dms.	lb.	.39	- —
tanks	lb.	.38¾-	—
Turkey red (see Castor, sulphonated).			
Turpentine (see T).			
Vetiver, Java, bots.	lb.	25.00	-27.50
Whale,[6] ref., natural, dms.	lb.	.1187	Nom
winter, bleach, dms.	lb.	.1282	Nom
Wheat germ, dms.	gal.	10.00	-13.50
White mineral, tech., 50-60 vis., dms., c.l.	gal.	.36	- —
l.c.l.	gal.	.42	- .47
65/75, vis., c.l.	gal.	.36	- —
l.c.l.	gal.	.42	- .47
USP, 80/90 vis., dms., dm. charges not included, c.l.	lb.	.89	- —
l.c.l.	gal.	.45	- .48
95/105 vis., dms., c.l.	gal.	.44½-	—
l.c.l.	gal.	.50¼-	.53¼
125/135 vis., dms., c.l.	gal.	.49	- —
l.c.l.	gal.	.55	- .58

Oil, white, mineral, USP, 145/155 vis., dms., c.l.	gal.	.51	- —
l.c.l.	gal.	.57	- .60
175/185 vis., c.l.	gal.	.54½-	—
l.c.l.	gal.	.60½-	.63½
200/210 vis., c.l.	gal.	.58	- —
l.c.l.	gal.	.64	- .67
320/330 vis., c.l.	gal.	.65	- —
l.c.l.	gal.	.71	- .74
335/345 vis., c.l.	gal.	.66	- —
l.c.l.	gal.	.72	- .75
f.o.b. San Francisco, 55 vis., returnable bbls., c.l.	gal.	.40	- —
5 bbls.	gal.	.45	- —
85 vis., c.l.	gal.	.40	- —
5 bbls.	gal.	.45	- —
100 vis., c.l.	gal.	.49½-	—
5 bbls.	gal.	.54½-	—
145 vis., c.l.	gal.	.57	- —
5 bbls.	gal.	.62	- —
180 vis., c.l.	gal.	.60½-	—
5 bbls.	gal.	.65½-	—
340 vis., c.l.	gal.	.72	- —
5 bbls.	gal.	.77	- —
Wintergreen, nat., North, cns.,	lb.	5.50	- 6.50
South, cns.	lb.	4.00	- 4.25
synthetic (see Methyl salicylate).			
Wood (see Oil, chinawood).			
Wormseed, cns.	lb.	3.10	-Nom.
Wormwood, cns.	lb.	4.85	- 5.50
Ylang-ylang, bots.	lb.	11.00	-17.50
Oleostearin,[1] bbls.	lb.	.1054-	—
Olivine, aggregate, c.l., mines,	ton.	7.00	-11.00
crushed, 8 mesh., bulk, c.l., works.	ton.	8.00	- —
paper bgs., c.l., works.	ton.	9.50	- —
200 mesh., c.l., mines	ton.	17.00	- —
100 mesh., c.l., mines	ton.	15.00	- —
20 mesh to dust	ton.	12.00	- —
lumps, same basis	ton.	7.00	- —
spalls, same basis	ton.	5.00	- —
Opium gum, USP, cns., 50-lb. lots.	lb.	13.00	-

Opium gum, USP, 25-lb. lots, cns.	lb.	13.25	- —
smaller lots, cns.	lb.	13.50	-13.65

Prices on powd. and gran. USP opium are $1.50 per pound higher.

Orange, dinitroanilin toner,[1,5]	lb.	1.05	- —
Lake, Persian,[1] bbls.	lb.	.30	- .45
Mineral, Amer., bbls., 5 tons, dlvd., Ala., Ark., Cal., Fla., Ga., La., Miss., Okla., Tex. and W. of Cascade Mts. in Ore. and Wash.	lb.	.12¼-	—
dlvd. Ariz., Idaho, Nev., Utah and E. of Cascade Mts. in Ore. and Wash.	lb.	.12¾-	—
Colo., Mont., N. M., Wyo.	lb.	.12½-	—
dlvd. other points	lb.	.12	- —
smaller lots, dlvd. Ala., etc.	lb.	.12¾-	—
Ariz., etc.	lb.	.13¼-	—
Colo., Mont., N.M., Wyo.	lb.	.13	- —
Other points	lb.	.12¼-	—
Molybdate,[1] bbls.	lb.	.41	- —
Orthonitroanilin toner,[1] kgs., works.	lb.	.80	- —
Toner, bbls.	lb.	.80	- 1.05
Orange peel, bitter, bbls.	lb.	.30	- .31
Haitian, bgs.	lb.	.16	- .17
sweet, bls.	lb.	.16	- .17
Orangeflower petals, cs.	lb.	.45	- —
Oregano, Mexican, bgs.	lb.	.14¼-	.14¾
Orris root, African, bls.	lb.	1.00	- 1.05
powd., bbls., bxs.	lb.	1.12	- 1.15
Portuguese, bls.	lb.	.45	- .46
Verona, bls.	lb.	1.25	- 1.30
Orthoamylphenol, dms., works.	lb.	.25	- —
Orthoanisidin, bbls.	lb.	.70	- —
Orthochloroanilin, dms.	lb.	.60	- .70
Orthochlorophenol, dms.	lb.	.32	- —
Orthocresol,[2,6] 30.4° C. Min. M. P., dms., c.l., works.	lb.	.17½-	.18
l.c.l., same basis	lb.	.18	- .18½

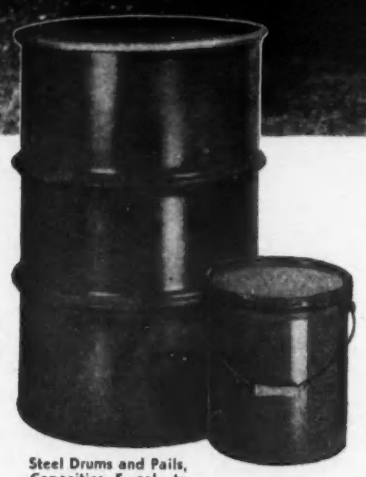
Orthocresol, 29.0° C. Min. M.P., dms., c.l., works.	lb.	.16½-	.17
l.c.l., same basis	lb.	.17	- .17½
Orthodichlorobenzene, dms., c.l., works, frt. alld. E. of Rockies	lb.	.07	- —
l.c.l., same basis	lb.	.08	- —
tanks, same basis	lb.	.06½-	—

Orthodichlorobenzene prices west of Rockies 1c. per lb. higher.

Orthonitroanilin, dms.	lb.	.45	- —
Orthonitrochlorobenzene, dms.	lb.	.15	- .18
Orthonitroparachlorophenol, cns.	lb.	.75	- —
Orthonitrotoluene, dms.	lb.	.09	- —
Orthophenetidin, dms.	lb.	.82	- —
Orthotoluidin, dms.	lb.	.19	- —
Osage orange, crystals, bbls.	lb.	.23	- —
extract, bbls., No. 1, bbls.	lb.	.11	- —
No. 2, bbls.	lb.	.10	- —
Oxyquinolin sulphate, cns., 100 lbs., works.	lb.	3.50	- —
smaller lots	lb.	3.75	- 4.15

P

Papain, powd., cs.	lb.	3.15	- 3.25
Papauerine, hydrochloride NF, natural, cns., 100-oz. lots.	oz.	7.00	- —
smaller lots.	oz.	7.05	- 7.25
sulphate, natural, cns.	oz.	7.10	- 7.35
Paprika,[1] Portuguese, extra fancy, bgs.	lb.	.39½-	.40
good, bgs.	lb.	.37	- .38
Spanish, fancy, bgs.	lb.	.45	- .56
good, bgs.	lb.	.36	- .37
fair, bgs.	lb.	.32	- .33
Para-anisidin, dms., works.	lb.	.75	- —
nitrophenol, dms., wks.	lb.	.32	- —
racymene, dms., extra, c.l., works.	lb.	.1595-	—
c.l., works.	lb.	.1645-	—
tes	lb.	.1545-	—



Steel Drums and Pails, Capacities 5 gal. to 55 gal.

STEEL CONTAINERS

smooth out difficulties of beach landings of war supplies

No danger of breakage, leakage or damage to contents. Containers for civilian products need the same protection.

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Formerly WILSON & BENNETT MANUFACTURING COMPANY

6532 S. MENARD AVE. CHICAGO 38, ILLINOIS

Plants at Chicago—Jersey City—New Orleans—Richmond, Calif.

Sales offices in all principal cities

CONTAINER SPECIALISTS

Paradichlorobenzene, dms., c.l., works	lb.	.11	.12
l.c.l., same basis	lb.	.12½	.15
Paraffin, crude scale, white or yellow, 122-124 AMP, bbls., c.l., refinery	lb.	.04¼	—
fully ref'd, slabs, loose, 120-122 AMP, c.l., refinery	lb.	.05	—
120-122 AMP, c.l., refinery,	lb.	.05	—
123-125 AMP, same basis	lb.	.0520	—
125-127 AMP, same basis	lb.	.0620	—
128-130 AMP, same basis	lb.	.0560	—
130-132 AMP, same basis	lb.	.0585	—
131-133 AMP, same basis	lb.	.0585	—
133-135 AMP, same basis,	lb.	.0615	—
135-137 AMP, same basis	lb.	.0640	—
138-140 AMP, same basis,	lb.	.0715	—
143-145 AMP, same basis	lb.	.0810	—
149-151 AMP, same basis	lb.	.1050	—
Prices in bags 4/10c. per lb. higher than those for slabs loose.			
Paraformaldehyde,[8,5] dms., 1,000 lbs. or more, works	lb.	.23	—
100 to 900 lbs., works	lb.	.24	—
Paranitrophenol, kgs	lb.	.35	—
Paraldehyde, tech., 95%, 55 and 110-gal. dms., l.c.l., works	lb.	.12	—
5 and 10-gal. dms., works	lb.	.15	—
USP, cns., cbys	lb.	.35	.45
Paranitroanilin, kgs., works	lb.	.45	—
Paranitrochlorobenzene, kgs., works	lb.	.15	—
Paranitrotoluene, kgs., works	lb.	.30	—
Paraphenylenediamine, bbls., works	lb.	1.25	1.30
Paratoluenesulphonamide, bbls.	lb.	.70	—
Paratoluidin, bbls., works	lb.	.48	—
Pareira brava root, bls	lb.	.21	.27
Paris green,[1] dealer, dms., kgs., c.l., works, frt. alld.	lb.	.29	.35
l.c.l., same basis	lb.	.21	.26
Passion flower, herb, bls	lb.	.10	.11
Patchouli leaves, bls	lb.	.34	.35
Pectin, bbls	lb.	.85	—
Pellitory root, bls	lb.	.65	.70
Pennyroyal leaves, bls	lb.	.15	.16
Pentachlorophenol, dms., works.	lb.	.20	.25
Pentaerythritol,[9] CP, bbls., dlvd.	lb.	.75	—
less than barrel lots	lb.	1.00	—
tech., bbls., dlvd	lb.	.33½	.35½
less than barrel lots	lb.	.40	—
Tetra acetate, bbls., dlvd	lb.	1.90	—
less than barrel lots	lb.	1.50	—
Pentane,[1] 28-°38° C., industrial grade, dms., c.l., Group 3.	gal.	.11	—
l.c.l., Group 3	gal.	.19	—
tanks, Group 3	gal.	.07½	—
laboratory grade, dms., c.l.,	gal.	.16	—
l.c.l.	gal.	.29	—
10 gal.	gal.	.55	—
Pepper, black,[1] 15 tons, bgs	lb.	.0665	Bid
50 to 100 bgs	lb.	.0705	Bid
white,[1] 15 tons, bgs	lb.	.1161	Nom.
24 bgs	lb.	.1295	Nom
red, chillies, Carolina, longs, longs, bgs	lb.	.22	.22½
Louisiana, sports, bgs	lb.	.32	.33
Mombassa, bgs	lb.	.22	.23
Niger, fair, bgs	lb.	.18½	.19
Sierra Leone, bgs	lb.	.22½	.23
Tanganika, bgs	lb.	.20½	.21
Peppermint, USP, bls	lb.	.40	.45
import, bls	lb.	.96	1.10
Perchloroethylene,[8] dms., c.l., works, frt. alld., Zone 1	lb.	.0782	.080
l.c.l., same basis	lb.	.0832	.085
Zone 2, dms., c.l., works, frt. alld.	lb.	.0832	.085
l.c.l., same basis	lb.	.0882	.090
Zone 3, dms., c.l., works, frt. equald.	lb.	.0882	.090
l.c.l., same basis	lb.	.0932	.095
Zone 4, dms., c.l., f.o.b. stock point	lb.	.0882	.0900
l.c.l., same basis	lb.	.0932	.095
Perchlorethylene zones are:—(1) Conn., Del. Ill., Ind., Ia., Ky., Me., Md., Mass., Mich. Minn., Mo., Neb. (Omaha), Kans. (Kansas City), N. J., N. Y., N. C., Ohio, Pa., R. I. Tenn., Vt., Va., W. Va., Wis.; (2) Ala., Ark. Fla., Ga., Kan., La., Miss., Neb., N.D., Okla S.C., S.D.; (3) Col., Mont., (E), N.M., Tex Wyo.; (4) Ariz., Cal., Ida., Mont. (W), Nev Ore., Utah, Wash.			
Peru balsam, dms	lb.	1.30	1.35
Petrolatum, tech., dark, bbls., Group 3, c.l.	lb.	.021	—
golden Topaz, bbls., c.l.	lb.	.032	—
l.c.l.	lb.	.036	—
red, veterinarian, bbls., c.l.	lb.	.024	—
l.c.l.	lb.	.028	—
USP, amber, fiber dms., c.l.	lb.	.07½	—
l.c.l.	lb.	.04½	—
extra amber, fib. dms., c.l.	lb.	.03¾	—
l.c.l.	lb.	.04¾	—
cream, c.l., fib. dms.	lb.	.05	—
l.c.l.	lb.	.06½	—
yellow, soft, c.l., fib. dms.	lb.	.03½	—
l.c.l.	lb.	.04½	—
white, lily, c.l., fib. dms.	lb.	.05¾	—
l.c.l.	lb.	.07¼	—
snow, c.l.	lb.	.06½	—
l.c.l.	lb.	.08	—
soft, c.l.	lb.	.05½	—
l.c.l.	lb.	.06½	—
Petroleum, crude, bulk, at wells, California, heavy grades	bbl.	.93	1.01
Illinois	bbl.	1.37	—
Kentucky, Union County	bbl.	1.32	1.37
Louisiana-Arkansas	bbl.	.85	1.20
Oklahoma-Kansas	bbl.	.85	1.25
Pennsylvania	bbl.	1.81	3.00
Texas, North, North-Central	bbl.	.95	1.25
West	bbl.	.70	1.12
Panhandle	bbl.	.80	1.22
Wyoming	bbl.	1.12	—
Petroleum ether, laboratory grade, 30-60° C., dms., c.l., Group 3.	gal.	.18	—
l.c.l.	gal.	.29	—
10 gals.	gal.	.55	—
35-60° C., dms., c.l.	gal.	.29	—
10 gals.	gal.	.55	—
40-75° C., dms., c.l.	gal.	.16	—
l.c.l.	gal.	.29	—
10 gals.	gal.	.55	—
Fuel oil, furnace, tanks, at refinery:—			
Arkansas, No. 1	gal.	.04	—
Nos. 2 and 3	gal.	.03½	—
California, heavy	bbl.	1.00	1.10
light	bbl.	1.20	—
diesel, tanks	gal.	.04	—
Group 3, No. 3	gal.	.03½	—
No. 5	bbl.	.85	
No. 6	bbl.	.80	.85
Kansas, No. 6	bbl.	.85	.90
Oklahoma, No. 3	gal.	.03½	—
No. 6	bbl.	.90	—
14-16	bbl.	.97	—
Pennsylvania, No. 1	gal.	.06⅝	.06¾
No. 2	gal.	.06⅝	.07
No. 3	gal.	.06½	.07¼
36-40 gravity	gal.	.06⅝	.06¾
Petroleum, fuel oil, bunker, Baltimore, Md.	bbl.	1.65	—
Boston, Mass.	bbl.	1.65	—
Charleston, Mass.	bbl.	1.60	—
Houston, Tex.	bbl.	.85	—
Jacksonville, Fla.	bbl.	1.60	—
New Orleans, La.	bbl.	.80	—
New York, N. Y.	bbl.	1.65	—
Norfolk, Va.	bbl.	1.65	—
Philadelphia, Pa.	bbl.	1.65	—
Portland, Me.	bbl.	1.65	—
Port Arthur, Tex.	bbl.	.85	—
Port Tampa, Fla.	bbl.	1.55	—
Providence, R. I.	bbl.	1.65	—
Savannah, Ga.	bbl.	1.60	—
Texas City, Tex.	bbl.	.85	—
Lacquer diluent, at refinery:— California, 100 l.b.n., 200 e.p., tanks, dlvd., Los Angeles	gal.	.11	—
Fort Wells, Wash.	gal.	.12	—
San Francisco	gal.	.11½	—
Willbridge, Ore.	gal.	.12	—
East Coast, N. J., N. Y., tanks	gal.	.11	—
Group 3, benzol type, tanks	gal.	.07¾	—
toluol type, tanks	gal.	.07¾	.07¼
Mineral spirits, at refinery, California (f.o.b. San Francisco), 163-252 b.r., tanks	gal.	.10¼	—
198-290 b.r., tanks	gal.	.10¼	—
246-397 b.r., tanks	gal.	.10¼	—
312-408 b.r., tanks	gal.	.09	—
362-458 b.r., tanks	gal.	.09	—
East Coast, N. J., N. Y., tanks	gal.	.10	—
Group 3, tanks	gal.	.06½	—
Gulf Coast, tanks	gal.	.06½	—
Petroleum, mineral spirits, tank-wagon, Baltimore	gal.	.12	.13
Boston	gal.	.12	—
Bridgeport, Conn.	gal.	.1680	—
Buffalo	gal.	.1240	—
Camden, N. J.	gal.	.11	—
Chicago	gal.	.13½	—
Detroit	gal.	.1580	—
Hartford	gal.	.1680	—
Kansas City, Mo.	gal.	.1480	—
Lancaster, Pa.	gal.	.12	—
Milwaukee	gal.	.1440	—
Minneapolis	gal.	.1420	—
Newark (200 gal.)	gal.	.11	—
New York (200 gal.)	gal.	.11	—
Philadelphia	gal.	.11	—
Pittsburgh	gal.	.129	—
Providence	gal.	.13	—
Rochester	gal.	.1320	—
St. Louis	gal.	.1370	—
Syracuse	gal.	.14	—
Washington, D. C.	gal.	.13	—
Wilmington, Del.	gal.	.13	—
naphtha, cleaners, at refinery:— California (f.o.b. San Francisco) tanks	gal.	.12	—
East Coast, N. J., N. Y., tanks	gal.	.11	—
Group 3, tanks	gal.	07½	—
Gulf Coast (f.o.b. New Orleans), tanks	gal.	06¾	—
tankwagon, Boston	gal.	.13	—
Bridgeport	gal.	.1730	—
Chicago	gal.	.1380	—
Detroit	gal.	.15	—
Milwaukee	gal.	.1440	—
Minneapolis	gal.	.1420	—
Newark	gal.	.12	—
New York	gal.	.12	—
Philadelphia	gal.	.125	—
St. Louis	gal.	.1470	—
Petroleum naphtha, high-sol[illegible] metic, No. 1,[6] over 70% arom., tanks, f.o.b. Bayway, N.J.	gal.	.21½	—
No. 2,[6] over 90% arom., same basis	gal.	.21½	—
No. 3, same basis	gal.	.22½	—
No. 3,[6] tanks, same basis,	gal.	.228	—
No. 30,[6] tanks, f.o.b. Kingsland, N. J., frt. alld.	gal.	.223	—
No. 40, tanks, f.o.b. Wilmington, Cal.	gal.	.15½	—
V.M.&P., at refinery:— California, 46.5, 254 l.b.p., 380 e.p., tanks, f.o.b. El Segundo	gal.	.11	—
Richmond	gal.	.11¼	—
Willbridge, Ore., Pt. Wells, Wash.	gal.	.12	—
54-77, 190 l.b.p., 310 e.p., tanks, dlvd. Los Angeles	gal.	.10	—
San Francisco	gal.	.10½	—
Portland, Seattle	gal.	.11	—
East Coast, N. J., N. Y., tanks	gal.	.11	—
Group 3, tanks	gal.	.07½	—
Gulf Coast (lvd. New Orleans), tanks	gal.	.06¼	—
tankwagon, Boston	gal.	.13	—
Chicago	gal.	.1380	—
Detroit	gal.	.15	—
Milwaukee	gal.	.1540	—
Minneapolis	gal.	.1520	—
Newark (200 gal.)	gal.	.125	—
New York	gal.	.12	—
Philadelphia	gal.	.125	—
Pittsburgh	gal.	.12½	—
St. Louis	gal.	.1470	—
Solvent, rubber, at refinery, California (f.o.b. San Francisco)	gal.	.24	—

SURMOUNTING the difficulties attendant to making delivery of *what you want when you want it* is all a part of our regular day's work. When you MUST have solvents right now, *or else*—tell it to us and you'll get them. The entire Skellysolve organization is geared to heavy-duty performance. It had to be that way to get where it is today!

As to unvarying dependability of Skellysolve quality—that important point is fully guaranteed.

SKELLYSOLVE
***in the* OIL, PAINT *and* DRUG FIELD**

The Skellysolve line includes naphthas specially fractionated for all laboratory and industrial uses. We furnish a full line of V. M. & P. naphthas, mineral spirits, and lacquer diluents, as well as many other special hydrocarbons. Our technical staff has aided many manufacturers in developing formulas for new or improved products which have proved to be of great value. Write or wire for full information today.

SKELLY

SKELLYSOLVE

SOLVENTS DIVISION, SKELLY OIL CO.
SKELLY BLDG., KANSAS CITY, MO.

Petroleum solvent, rubber, at refinery:—			
East Coast, N. J., N. Y., tanks	gal.	.11 -	—
Group 3, tanks	gal.	.07½-	.07½
Stoddard (CS 8-32), at refinery:—			
California (f.o.b. San Francisco), tanks	gal.	.11 -	—
East Coast, N. J., N. Y., tanks	gal.	.09½-	—
Group 3, tanks	gal.	.06¾-	—
Pennsylvania, western, tanks	gal.	.07 -	.07¾
tankwagon, Baltimore	gal.	.13 -	—
Boston	gal.	.12 -	—
Chicago	gal.	.13½-	—
Detroit	gal.	.1580-	—
Milwaukee	gal.	.1440-	—
Minneapolis	gal.	.1420-	—
Newark	gal.	.11 -	—
New York	gal.	.11 -	—
Philadelphia	gal.	.11 -	—
Pittsburgh	gal.	.12½-	—
St. Louis	gal.	.1370-	—
Syracuse	gal.	.14 -	—
Phenobarbital, 5-lb. cns	lb.	3.60 -	3.70
dms., 100 lbs	lb.	3.50 -	—
Phenol,[3,6] crude, 90-92%, dms., c.l., works, frt. equald	lb.	.10 -	—
l.c.l., same basis	lb.	.10¾-	—
tanks, same basis	lb.	.09 -	—
82-84%, dms., c.l., same basis,	lb.	.09¾-	—
l.c.l., same basis	lb.	.10¼-	—
tanks, same basis	lb.	.08¾-	—
USP, dms., c.l., works, frt. equald	lb.	.10½-	—
l.c.l., same basis	lb.	.11¼-	—
tanks, same basis	lb.	.09¼-	—
Phenolphthalein, USP, bbls., dms., 2,000 lbs	lb.	.85 -	—
smaller lots	lb.	.87 -	.89
yellow, fib. dms., 2,000 lbs	lb.	.80 -	—
smaller lots	lb.	.82 -	.87
Phenothiazin, unmodified, fib. dms., 2,000-lbs. shipt	lb.	.55 -	—
smaller lots, same basis	lb.	.65 -	.70
Phenyl chloride, dms	lb.	.17 -	—
Phenylacetaldehyde, 50% solut., bots	lb.	2.75 -	3.00
100% solut., bots	lb.	4.40 -	5.00
Phenylethyl acetate, cns	lb.	4.00 -	5.00
Phenylethylphenyl acetate, bots.,	lb.	5.50 -	6.50
Phenylhydrazin, base, CP, bots.,	lb.	4.55 -	—
Hydrochloride, CP, bots., works,	lb.	7.10 -	—
commercial, kgs., works	lb.	1.75 -	—
Phloroglucinol, CP, fib. dms	lb.	13.75 -	14.75
tech., fib. dms	lb.	12.00 -	12.50
Phosgene, ton lots, works	lb.	.19 -	—
Phosphate rock,[1,9] Fla., land pebble, unground, run-of-mine, washed, dried, 68%-66% b.p.l., M.P.R. 240 provisions, bulk, f.o.b. car, mine, c.l.	long ton.	2.00 -	—
70%-68% b.p.l., M.P.R. 240 provisions, same basis	long ton.	2.40 -	—
72%-70% b.p.l., M.P.R. 240 provisions, same basis	long ton.	3.00 -	—
75%-74% b.p.l., M.P.R. 240 provisions, same basis	long ton.	4.00 -	—
77%-76% b.p.l., M.P.R. 240 provisions, same basis	long ton.	5.00 -	—
Entirely pebble 50c. per ton higher than above prices.			
finely ground 65.5%, M.P.R. 240 provisions, basis 50% P_2O_5 minimum	short ton.	2.75 -	—
68%, basis 31% P_2O_5 minimum	short ton.	3.00 -	—
70.% basis 32% P_2O_5 minimim	short ton.	3.25 -	—
Tenn., brown, unground, run-of-mine, 70%-68% b.p.l., 5% l. & a., M.P.R. 240 provisions, same basis	long ton.	4.80 -	—
72%-70% b.p.l., 5½% l. & a., M.P.R. 240 provisions, same basis	long ton.	5.30 -	—
refinery ground, same basis,	long ton.	4.50 -	—
30% P_2O_5, same basis	short ton.	4.70 -	—
31% P_2O_5, same basis	short ton.	4.80 -	—
32% P_2O_5, same basis	short ton.	5.00 -	—
33% P_2O_5, same basis	short ton.	5.50 -	—
Phosphate, defluorinated (see under D).			
Phosphorus,[6] red amorphous, cs.,	lb.	.40 -	4.4
tins, export	lb.	.55 -	—
yellow,[6] dms	lb.	.25 -	—
cs.	lb.	.23 -	.25
Oxychloride,[6] cyls	lb.	.15 -	.18
Pentoxide,[6] dms., c.l., works,	lb.	.11 -	.12
l.c.l., works	lb.	.13 -	.14
Sesquisulphide,[6] cs	lb.	.38 -	.42
Trichloride,[6] cyls	lb.	.15 -	.16
Phthalamide, bbls., works	lb.	.35 -	.40
kgs., works	lb.	.45 -	.50
Phthalic anhydride,[6] bags, bbls., c.l., works, frt. alld. E. of Denver	lb.	.13 -	—
l.c.l., same basis	lb.	.14 -	—
Picni leaves, bgs	lb.	.08 -	.09¼
Picoline (see Alphapicoline and Betapicoline).			
Picrotoxin, bots	oz.	2.00 -	—
Pilocarpine, hydrochloride, USP, bots., vls	oz.	3.90 -	5.25
Nitrate, bots., vls	oz.	3.60 -	3.15
Pimento,[1] Jamaica, bgs	lb.	.26½	Nom.
Mexican (see Allspice, Mexican).			
Pinkroot, bls	lb.	.65 -	.70
Piperazine hexahydrate, bots.	lb.	16.00 -	—
Pitch, burgundy (see B)			
Coaltar,[2] 160° m.p., bbls., c.l., works	ton	19.00 -	—
l.c.l., works	ton.	22.00 -	—
Hardwood, paper bgs., works	lb.	.03½-	—
Linseed, dms	lb.	.05 -	.05½
Petroleum (see Asphaltum, Mexican, Texas).			
Pine, dms	100 lbs.	3.25 -	—
stands, 200 lbs	stand.	6.00 -	—
Plaster of paris (see Gypsum).			
Pleurisy root, Southern, bls	lb.	.12 -	.13
Podophyllin, dms	lb.	8.75 -	9.00
Pokeroot, bbls	lb.	.10 -	.11
Polyamylnaphthalene, dms., works,	lb.	.25 -	—
Pomegranate, root bark, bxs	lb.	.80 -	.85
Tree bark, bxs	lb.	1.05 -	1.10
Poppy flowers, red, bls	lb.	.75 -	.86
Seed, Dutch, bgs	lb.	.60 -	.62
Indian, white, bgs	lb.	.09¾-	.10¼
Turkish, bgs	lb.	No stocks	
cleaned, bgs	lb.	.45 -	.46
Potash abietate	lb.	.08 -	—
Acetate, USP, bbls., dms	lb.	.28 -	.30
cns.	lb.	.31 -	.33
Arsenite,[6] USP, solut., cbys., djns	lb.	.13 -	.15
Bicarbonate, USP, cryst., gran., bbls., dms	lb.	.19 -	.21
Bichromate,[6] bbls., cks., c.l., works	lb.	.09¾-	—
l.c.l., works	lb.	.09¾-	.10
Potash bichromate in bgs. ¼c. less.			
Potash carbonate, calc., bbls., c.l., works	lb.	.06½-	—
l.c.l., same basis	lb.	.06¾-	—
hydrated, 83-85%, bbls., c.l., works	lb.	.05½-	—
l.c.l., dms., same basis	lb.	.05¾-	—
USP, gran., bbls., dms	lb.	.14 -	.20
powd., bbls., dms	lb.	.19 -	.21
Caustic, flake, 88-92%, dms., c.l., works	lb.	.07 -	—
l.c.l., works	lb.	.07½-	—
45% basis, dms	lb.	.03½-	.03¼
tanks	lb.	.02¾-	—
liquid, dms., c.l., works, frt. alld	lb.	.03 -	—
l.c.l., dms., same basis	lb.	.03¼-	—
tanks, same basis	lb.	.02¾-	—
solid, 88-92%, dms., c.l., works	lb.	.06¼-	—
l.c.l.	lb.	.06¼-	.06¾
Chlorate,[3,6] cryst., kgs., c.l., works	lb.	.11 -	.11¾
l.c.l., works	lb.	.119 -	.13
powd., dms., kgs., c.l., works,	lb.	.09¾-	.11¾
l.c.l., works	lb.	.119 -	.13
export, 1 to 10 tons, kgs., ex whse	lb.	.18 -	.20
Chloride, cryst., tech., 98%, bgs., kgs	lb.	.08	Nom.
Chromate,[6] bgs	lb.	.24 -	.28
Citrate, USP, gran., bbls., dms.,	lb.	.33½-	.38½
powd., 3c. per lb. higher.			
Cyanide, dms., works	lb.	.55 -	—
Fluoride, bbls	lb.	.34 -	.40
Glycerophosphate, 75%, sol., cns., cbys.	lb.	1.65 -	1.77
dms., 1,000 lbs	lb.	1.50 -	—
100 lbs	lb.	1.60 -	—
Guaiacolsulphonate, NF, dms.	lb.	1.65 -	1.85
Hydroxide, USP, sticks, dms.	lb.	.34 -	.36
Hypophosphite, cns	lb.	.72 -	.75
Iodate, bots., 5 lbs	lb.	3.46 -	—
cns., 25 lbs	lb.	3.35 -	—
Iodide, bots. or cns	lb.	1.44 -	1.48
dms	lb.	1.35 -	1.38
Manure salt, dom.,[6] 22% K_2O, f.o.b. Carlsbad, N. M.	unit-ton.	.20 -	—
22% K_2O, seasonal contract discounts to June 30, 1944, 12%.			
22% K_2O, same basis	unit-ton.	.21 -	—
Metabisulphite, gran., bbls	lb.	.19 -	.21
powd., bbls	lb.	.25 -	—
Muriate, dom.,[6] 60-62-63%, K_2O, bulk, ex vessel, ports	unit-ton.	.53½-	—
Seasonal contract discounts to June 30, 1944, 12%.			
granular, 50-52, K_2O	unit-ton.	.56 -	—
Russian,[9] offered from consignments afloat, subject to safe arrivals	unit-ton.	.53½-	—
Domestic muriate of potash prices, basis f.o.b. Carlsbad, N. M., are 11.2c. per unit of K_2O less than the ex vessel price, basis Trona, Cal., 8c. per unit of K_2O less than ex vessel price at Pacific Coast ports.			
Nitrate (see Saltpeter).			
Oxalate, neutral, pure gran., bbls., dms	lb.	.37 -	.50
fine gran., bbls., dms	lb.	.28 -	.31
Perchlorate,[6] kgs., works	lb.	.00½-	.11
Permanganate, tech., dms., works	lb.	.19¾-	.20¾
USP, dms., works	lb.	.20½-	.21
Prussiate, red, bbls., dms	lb.	.70 -	.75
Yellow, bbls	lb.	.16 -	.17
Ricinoleate, tech., bbls	lb.	.18 -	—
Silicate, alkaline, lumps, bgs., works	lb.	.07 -	—
glass, bgs., c.l.	ton.	290.00 -	—
l.c.l.	100 lbs.	15.25 -	—
solution, 20° Be., ret. dms., c.l., works	100 lbs.	4.25 -	—
l.c.l., 5 or more, works	100 lbs.	5.00 -	—
1-4, works	100 lbs.	5.50 -	—
32° Be, ret. dms., c.l., works	100 lbs.	4.75 -	—
l.c.l., 5 or more, works	100 lbs.	5.50 -	—
1-4, works	100 lbs.	6.00 -	—
Sulphate, NF, powd., bbls	lb.	.15 -	.21
Prices on granular 4c. higher.			
tech., dom., bulk,[6] basis, 90-95%, K_2SO_4, min., 90% ex vessel, Atl. or Gulf ports	ton.	36.25 -	—
Sulphocyanide, NF, dms	lb.	.70 -	.78
Xanthate, dms., c.l.	lb.	.12 -	—
Potash-gold cyanide, 41% gold, bots., works	oz.	14.20 -	14.95
Potash-magnesia, sulphate, bulk,[6] min., 40%, K_2SO_4, 18.50% MgO, ex vessel, ports	ton.	26.00 -	—
Potash-soda ferricyanide, dms., works	lb.	.40 -	.42
Potash-titanium oxalate, bbls., dms	lb.	.45 -	.50
Prickly ash bark, bls	lb.	.11 -	.12
Berries, bgs	lb.	.23 -	.25
Prince's pine herb, bls	lb.	.35 -	.40
Procaine hydrochloride, cns., 25 lbs	lb.	8.00 -	—
smaller lots	lb.	8.25 -	8.75
Propane,[1] industrial grade, tanks, Group 3	gal.	.03¾-	—
Propyleneglycol, dms	lb.	.21 -	—
Psyllium seed (see Flea seed).			
Pulsatilla, bls	lb.	68 -	.69
Pumice, grd., fine, bgs., ton lots,	lb.	.03¾-	—
smaller lots	lb.	.03¾-	.04
coarse, 0½, 1, 1½, 2, 3, bgs., ton lots	lb.	.03¾-	—
smaller lots	lb.	.03¾-	.04¼
Chi., ton lots	lb.	.04½-	—
Pumice stone packed in barrels is ½c. per lb. higher than the above prices.			
Pumpkin seed, bgs	lb.	.12 -	.18
Purple lake (see Red).			
Putty, com'l, dms	100 lbs.	3.15 -	—
linseed oil, raw, dms	100 lbs.	5.00 -	—
refined, dms	100 lbs.	5.50 -	—
standard, dms	100 lbs.	4.20 -	—
Pyrethrum[6] concentrate, liq. (20 to 1), basis 2 grams pyrethrins per 100 cc., dms., dlvd.,	gal.	5.75 -	—
(30 to 1), 3 grams pyrethrins per 100 cc., dms., dlvd.	gal.	8.53 -	—
flowers,[6] coarse-grd. (g.f.p), 0.9% pyrethrins, bbls, frt. alld	lb.	.27 -	.28
fine-grd., 0.9% pyrethrins, bbls.,	lb.	.29 -	—
1.3 pyrethrins, frt. alld.,	bbls.	.39 -	—
powd., 0.5 pyrethrins, bbls., frt. alld	lb.	.28 -	—
Pyridin,[6] denaturing, ret. dms., works, frt. equald	gal.	1.65 -	1.68
refd., 2°, ret. dms., same basis	lb.	.45½-	—
Pyrites, Spanish, c.i.f. Atl. ports,	long ton.	8.00 -	10.00
Pyrocatechin, CP, cryst., works, fib. dms., tins	lb.	2.15 -	2.40
resublimed, fib. dms., tins	lb.	4.60 -	—
Pyrophyllite, standard, 200 mesh, c.l., pap. bgs., mines	ton.	10.00 -	—
325 mesh, same basis	ton.	13.00 -	—
No. 3, 200 mesh, c.l., mines	ton.	8.00 -	—
325 mesh, same basis	ton.	11.00 -	—
Pyroxylin scrap, amber, cs., works,	lb.	.12 -	—
black, cs., works	lb.	.10 -	—
China, white, ivory, cs., wks.	lb.	.13 -	—
dense, white, cs., works	lb.	.10 -	—
gray, cs., works	lb.	.08 -	—
mixed, mottles, opaques, cs., works	lb.	.04 -	—
translucent pastels, cs., wks.	lb.	.10 -	—
transparent, cs., works	lb.	.20 -	—
colors, cs., works	lb.	.12 -	—
shavings, amber, cs., works	lb.	.16 -	—
colors, mixed, cs., works	lb.	.10 -	—
white, cs., works	lb.	.15 -	—

Q

Quassia chips, bls	lb.	.06 -	.08
Quebracho extract,[6] solid, 63%, bgs., c.l., ex dock, in bond, based on ocean freight $12; insurance $1 per ton. Any difference for buyers account. Current freight $21.60; WSA insurance $3.75 per ton	lb.	.04¾-	—
Clarified, 64%, bgs., c.l., same basis	lb.	.05½-	—
dissolved, 35% tan., bbls., works	lb.	.04½-	—
tanks, works	lb.	.04 -	—
ground, bgs., c.l.	lb.	.08½-	—
l.c.l., bgs	lb.	.09 -	—
Queen of the meadow leaves, bgs.	lb.	.12 -	.13
Root, bgs	lb.	.10 -	.14
Quercitron, crystals, bbls	lb.	.26 -	—
extract, bbls., No. 1	lb.	.10 -	—
No. 2	lb.	.09½-	—
No. 3	lb.	.09 -	—
solid, bxs	lb.	.18½-	—
Quicksilver,[1,6] flasks (76 lbs. net), spot	flask.	196.00 -	198.00
f.o.b. shipment point, Cal., Ore., Wash., Idaho, Utah, Nev., and Ariz.	flask.	191.00 -	—
Tex. and Ark.	flask.	196.00 -	—
Quicksilver freight, $4.28 per unit to N.Y.; dealers' commission, 2%; brokers, 1%.			
Quince seed, bgs	lb.	1.30 -	1.75
Quinidine,[3] NF V, cryst., cns.	oz.	1.06 +	.12¼*
powd., precip., cns	oz.	1.01 +	.13½
Sulphate, USP, cns.	oz.	.71 +	.13½

* Surcharge of 13½c. per oz.; see note under Quinine.

Quinine,[3] N.F., cns., 100 ozs.	oz.	.84 +	.13½*
Acetate, cns., 100 ozs.	oz.	1.05 +	.13½
Arsenate, cns., 100 ozs.	oz.	1.05 +	.13½
Arsenite, cns., 100 ozs.	oz.	1.07 +	.13½
Bisulphate, USP, cns., 100 ozs.	oz.	.69 +	.13½
Citrate, cns., 100 ozs.	oz.	.78 +	.13½
Dihydrobromide, bots., 50 ozs.	oz.	.86 +	.13½
Ethylcarbonate, USP, cns., 100 ozs.	oz.	1.25 +	.13½
Ferrocyanide, cns., 100 ozs.	oz.	1.07 +	.13½
Formate, cns., 100 ozs.	oz.	1.00 +	.13½
Glycerophosphate, cns., 100 ozs.	oz.	1.20 +	.13½
Hydrochloride, USP, cns., 100 ozs.	oz.	.76 +	.13½
Hydrochlorosulphate, cns., 100 ozs.	oz.	.81 +	.13½
Hydriodide, cns., 100 ozs.	oz.	1.05 +	.13½
Hypophosphite, cns., 100 ozs.	oz.	1.07 +	.13½
Phosphate, N.F., cns., 100 ozs.	oz.	.90 +	.13½
Salicylate, N.F., cns., 100 ozs.	oz.	.79 +	.13½
Sulphate, USP, cns., 100 ozs.	oz.	.67 +	.13½
Sulphocarbolate, cns., 100 ozs.	oz.	1.05 +	.13½
Tannate, USP X, cns., 100 ozs.	oz.	.63 +	.13½
Valerate, NF IV, 100 ozs.	oz.	.99 +	.13½
Tartrate, cns., 100 ozs.	oz.	1.00 +	.13½

* Surcharge to cover present war risk insurance, ocean freight rates, and additional expenses over the cost of usual business. Changes in these controlling factors will be reflected in the surcharge invoiced.

Quinine-urea hydrochloride,[3] USP,	cns. oz.	.81 +	.13½*

Surcharge; see note under Quinine.

R

R salt, dry, bbls	lb.	.35 -	—
paste, dms	lb.	.52 -	—
Rapeseed,[1] Argentine, bgs	lb.	No stocks	
dom., dwarf, Essex, bgs	lb.	.14 -	.14½
Indian, red, large, bgs	lb.	.10 -	.10½
recleaned, bgs	lb.	.11 -	.11½
Raspberries, dried, bls	lb.	.90 -	.97
Red, alizarin lake,[6] bbls., dlvd. N. of Tenn. and N.C., E. of Miss. R., including St. Paul, Minneapolis, Davenport, Rock Island, St. Louis	lb.	1.10 -	1.90
Prices ½c. per lb. higher dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N.C., S.C., Tenn., Tex. (Dallas, Ft. Worth, 1¼c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1.6c. per lb. higher dlvd. Pacific Coast: prices equaled with Chicago dlvd. Denver, Pueblo, Salt Lake City, Wichita.			
Cadmium lithopone, deep shade, bbls. E. Rockies	lb.	1.00 -	—
light shade, bbls., same basis	lb.	.85 -	—
medium shades, bbls., same basis	lb.	.90 -	—
Red cadmium lithopone, all shades, in smaller pkgs., 5c. per lb. higher.			
Selenide, dark, bbls., works	lb.	2.50 -	—
light, same basis	lb.	2.20 -	—
orange, bbls., 100-lb lots, works	lb.	1.50 -	—
Carmine, 40, dms., 100 lbs., works	lb.	4.60 -	—
smaller lots, works	lb.	4.75 -	5.25
Crocus martis (see Red, purple oxide).			
Dyes (see Dyes, red).			
Eosin toner, bbls., works	lb.	1.35 -	—
Firetoner, dom., bbls., wks.	lb.	.55 -	—
Indian, pure, bbls., f.o.b. Bethlehem, Easton, E. St. Louis, N.Y.	lb.	.00¼-	—
80-85%, bbls., same basis,	lb.	.07¾-	—
imp., English, all shades	lb.	.12 -	—
Lacquer, maroon, bbls., works,	lb.	1.25 -	—
Lake C toner, alizarin, bbls., works	lb.	.90 -	—
Litho toner, alizarin, lake, bbls., works	lb.	.60 -	—
Pink, bbls., works	lb.	.20 -	.25
Rose lake, bbls., works	lb.	.25 -	.28
Red, lithol-rubin toner, alizarin lake, bbls., works	lb.	1.10 -	—
Maroon, alizarin lake, 25%, kgs., works	lb.	.40 -	—
cadmium, bbls., works	lb.	1.10 -	—
deep, bbls., same basis	lb.	1.20 -	—
Red, maroon, in smaller pkgs., 5c. per lb higher.			
Mercury oxide,[3] tech., bbls., 10,000 lbs., works	lb.	3.09 -	—
smaller lots	lb.	3.11 -	—
Metallic, bbls., Pa. works	lb.	.02 -	—
Orange, Persian (see O).			
Oxide, pure, bbls., c.l., works,	lb.	.09 -	—
l.c.l., bbls	lb.	.09¾-	—
reduced, 85% copperas oxide, bbls., l.c.l., f.o.b. Bethlehem, Pa.; Copley, O.; Easton, Pa., and E. St. Louis,	lb.	.08¾-	—
80% copperas oxide, bbls., same basis	lb.	.08½-	.904
Para,[3] toner concent., alizarin lake, kgs., works	lb.	.70 -	—
Phloxin toner (see Red, Eosin toner).			
Phosphotungstic rhodamine, Y, kgs., works	lb.	4.15 -	—
Purple, lake, kgs	lb.	1.00 -	—
Scarlet ink toner, kgs., works,	lb.	.55 -	—
Lake, alizarin, kgs., works	lb.	.35 -	—
Spanish oxide, grade 1, c.l., bbls.	lb.	.04½-	.07¾
Toluidin toner, alizarin lake, kgs., works	lb.	1.05 -	—
M.N.P.T. maroon toner, kgs., works	lb.	3.25 -	—
Turkey, bbls., works	lb.	.14½-	—
Tuscan, bbls., E. St. L.	lb.	.11 -	.40
Venetian, 5%, bbls., works	lb.	.0220-	—
10%, bbls., works	lb.	.0245-	—
15%, bbls., works	lb.	.0265-	—
20%, bbls., works	lb.	.02¾-	—
25%, bbls., works	lb.	.03 -	—
30%, bbls., works	lb.	.03¼-	—
35%, bbls., works	lb.	.0360-	—
40%, bbls., works	lb.	.04 -	—
Vermilion, Amer., bbls.	lb.	.25 -	.40
Quicksilver, bbls.	lb.	3.05 -	3.15
Red precipitate,[3] NF, powd., fib. dms., 50 lbs.	lb.	3.28 -	—
Red saunders wood, grd., bbls.,	lb.	.35 -	—
Resorcinal,[6] tech., dms., frt. alld. E. of Miss.	lb.	.66 -	.75
USP, cryst., dms., 100 lbs., frt. alld. E. of Miss.	lb.	1.80 -	—
Rhatany root, bgs	lb.	.12 -	.13
Rhubarb, whole, cs	lb.	1.15 -	1.35
powd., bbls	lb.	1.20 -	1.40
Riboflavin,[6] bots	kilo.	490.00 -	—
Rice bran concentrate, dms., Cedartown, Ga., or Emeryville, Calif., seller's option.	lb.	.79 -	—
Rochelle salt, cryst., bbls., 5,000 lbs., 1 ship't.	lb.	.43½-	—
smaller lots	lb.	.44 -	.47
powd., bbls., 5,000 lbs., 1 ship't.	lb.	.42½-	—
smaller lots	lb.	.43 -	.46
Rose flowers, pale, bls	lb.	.40 -	.50
Rosemary flowers, bls	lb.	1.55 -	1.60
Leaves, Portuguese, bls	lb.	.10¼-	.10¾
Spanish, bls	lb.	.16½-	.17
Rosin, gum, ex dock—			
B, dms	100 lbs.	3.74 -	—
D, dms	100 lbs.	4.02 -	—
E, dms	100 lbs.	4.62 -	—
F, dms	100 lbs.	4.66 -	—
G, dms	100 lbs.	4.66 -	—
H, dms	100 lbs.	4.68 -	—
I, dms	100 lbs.	4.70 -	—
K, dms	100 lbs.	4.87 -	—
M, dms	100 lbs.	4.90 -	—
N, dms	100 lbs.	4.93 -	—
W.G., dms	100 lbs.	5.36 -	—
W.W., dms	100 lbs.	5.83 -	—
X, dms	100 lbs.	5.83 -	—
Wood, F.F., dms	100 lbs.	3.64 -	3.98
Rottenstone, bgs., c.l., mines	ton.	25.50 -	—
l.c.l., same basis	ton.	37.50 -	—
Rue, bls	lb.	1.45 -	1.50

S

Sabadilla seed, powd., bbls	lb.	.29 -	.31
Saccharin,[1] soda (soluble), dms., makers, primary distrib., 1,000 lbs. up	lb.	1.30 -	1.35
smaller lots	lb.	1.40 -	1.60
Saffron Mexican, bls	lb.	.54 -	.55
Spanish, tins	lb.	27.50 -	28.00
Safrol, cns	lb.	2.00 -	2.25
Sage,[1] Cyprus, good, bls	lb.	.27½-	.28
fair, bls., lb	lb.	.24½-	.25
Spanish, bls	lb.	.27½-	.28
Sago flour, bgs	lb.	.05 -	.05¾
Salicin, bots., 5 lbs	lb.	No stocks	
cns., 25 lbs	lb.	No stocks	
Salol, gran., bbls., kgs	lb.	.90 -	—
fib. dms	lb.	.92 -	.93
powder, 10c. per lb. higher.			
Salt, rock, bgs., c.l.	ton.	14.20 -	—
l.c.l., bgs	ton.	17.00 -	18.00
vacuum, common, fine, bgs., c.l.	ton.	15.70 -	—
l.c.l.	ton.	19.40 -	23.20
Saltcake, dom., bulk, works	ton.	15.00 -	-
Chrome (see Chrome cake).			
Saltpeter, dbl. ref., gran., bbls., 10 tons	100 lbs.	8.20 -	—
smaller lots	100 lbs.	8.55 -	8.60
powd., bbls., 10-20 tons	100 lbs.	9.20 -	—
smaller lots	100 lbs.	9.35 -	9.60
Sanguinarine nitrate, bots	oz.	3.75 -	—
Santonin, crys.	kilo.	210.00 -	220.00
Saponin, No. 1 cns	lb.	1.75 -	1.90
No. 2 cns	lb.	1.40 -	—
Sarsaparilla root, Amer., bls	lb.	.25 -	.30
Honduras, bls	lb.	.59 -	.60
Mexican, bls	lb.	.20 -	.21
Sassafras bark, ord., bls	lb.	.20 -	.21
select, bls	lb.	.45 -	.55
Savory, dom., Calif., bls	lb.	.90 -	.98
Spanish, bls	lb.	.75 -	.76
Phila., bls	lb.	.74 -	.75
Saw palmetto berries, bgs	lb.	.09 -	.14
Scammony resin, lump, cns	lb.	1.30 -	—
powd., cns	lb.	1.35 -	—
Root, bgs	lb.	.07 -	.08
Schaeffer's salt, bgs	lb.	.46 -	—
Scullcap, Eastern, bls	lb.	.27 -	.35
Western, bls	lb.	.17 -	.18
Seidlits mixture, bbls., 6,000 lbs., 1 shipment	lb.	.33¾-	—
smaller lots	lb.	.34¼-	—
kegs, 5,000 lbs., 1 shipm't.	lb.	.34¼-	—
smaller lots	lb.	.34¾-	—
Selenium, pwd., cs., 100 lbs	lb.	1.75 -	—
cns., 10 lbs	lb.	1.85 -	—
Senega root, spot, bls	lb.	.90 -	.95
Senna, Alex., half leaf, bls	lb.	.22 -	.28
siftings, bgs	lb.	.22 -	.24
Tinnevelly, No. 1, bls	lb.	.16 -	.16½
2, bls	lb.	.11½-	.12
3, bls	lb.	.10 -	.10¼
powd., bbls., bxs	lb.	.16 -	.17
Pods, bls	lb.	.13 -	.16
Serpentaria root, bls	lb.	.80 -	.82
Sesame seed,[1] Chinese, hulled, bgs	lb.	.13½-	.14
Indian, hulled, sterile, bgs	lb.	.14¾-	.15¼
natural, bgs	lb.	.11	Nom.

THE DYE THAT NEVER SAYS DIE!

OUR MAN'S down all right, but he's not out. He's still got a fighting chance.

For as he hits water, the American pilot rips open his "Life Jacket Dye-Marker"... spreading a brilliant yellow-green splotch around him. From the air, that vivid patch can be seen miles away by day... is even visible in moonlight... signalling searchers to the rescue.

Making sure that our pilots will get this life-saving chance is one of Calco's war jobs. Working in collaboration with the Army and Navy, our Application Laboratories developed the dye-marker using Calco Uranine—also known as the sodium salt of fluorescein. We designed to close specifications the special waterproof kit which holds it. And today, these uranine dye-markers are being used by both Army and Navy pilots.

Over the years, Calco Technical Service has handled requests for special dyestuffs and made studies for practically every industry that uses color. It is proud that the valuable experience gained can be of vital service to the fighting men who will bring us victory.

CALCO CHEMICAL DIVISION · AMERICAN CYANAMID COMPANY

BOUND BROOK, NEW JERSEY

BOSTON PHILADELPHIA PROVIDENCE NEW YORK CHARLOTTE CHICAGO

cellac,[1,6] bonedry, bbls., 1,500 lbs..lb. .42½- —
Boston .....lb. .43½- —
Chicago .....lb. .44 - —
Pacific coast.....lb. .46 - —
refined, bbls., 1,500 lbs.....lb. .43½- —
Boston .....lb. .49½- —
Chicago .....lb. .50 - —
Pacific coast.....lb. .52 - —

Bonedry shellac, sales of less than 1,500 lbs., at following additions to maximum prices:—(1) packed in bgs., ¾c. per lb. (2). bbls., 1c. more: (3) kgs., 3c. more.

D.C., U.S.O., Diamond I, bgs., lots of 100..lb. .4660- —
Garnet, bgs., lots of 100.....lb. .3890- —
Superfine, bgs., Boston, N. Y., lots of 100..lb. .3660- —
Chicago, lots of 100.....lb. .3710- —
Pacific coast, lots of 100...lb. .3960- —
T.N., bgs., Boston, N. Y., lots of 100..lb. .3550- —
Chicago, lots of 100. ....lb. .3600- —
Pacific coast, lots of 100...lb. .3805- —

Shellac in cs. 2c. higher. Shellac sales, 1 bg. or 1 cs., 5c. additional; 1 to 9 bgs. or cs., 2c. more; 10 to 99 bgs., cs., 1c. more

Shortening, trcs.....100 lbs.16.50 -17.00
Silica, amorph., dry-grd., 325 mesh, bgs., c.l., Ill., works, ton 17.00 - —
l.c.l., same basis.....ton.20.00 - —
400 mesh, bgs., c.l., same basis..ton.18.00 - —
l.c.l., same basis.....ton.19.00 -20.00
wet-grd., 325 mesh, bgs., c.l., same basis..ton.18.00 - —
l.c.l., same basis.....ton.21.00 - —
400 mesh, bgs., c.l., same basis..ton.30.60 - —
l.c.l., same basis.....ton.35.00 -38.00
96-98%, 325 mesh, bgs., c.l., same basis..ton.20.00 - —
l.c.l., same basis.....ton.21.50 -23.00
Silica, amorph., 99%, 325 mesh, bgs., c.l., same basis.ton20.00 - —
l.c.l., same basis.....ton.22.00 -25.00
hard-quartz, 99½%, 325 mesh, bgs., c.l., same basis..ton.13.50 - —
l.c.l., same basis.....ton.18.50 - —
140 mesh, bgs., c.l., same basis..ton.11.00 - —
l.c.l., same basis.....ton.16.00 - —
silicon tetrachloride, tech., dms., 55 gals., c.l., works..lb. .15½- —
l.c.l., works.....lb. .18½- —
10 gals., works.....lb. .27 - —
Silver, bullion.....oz. .44⅝- —
govt. purchase, dom.....oz. .7111- —
govt. purchase,[1] foreign....oz. .44⅜- —
Cyanide, cns., 100 ozs.....oz. .41½- —
Nitrate, 100-oz. bots.....oz. .32⅝- —
Nucleinate, bots., dms.....oz. .308 - .338
Proteinate, bots., dms.....oz. .288 - .338
Simarubra bark, bls.....lb. .60 - .67
Skunk cabbage root, bls.....lb. No stocks
Slate flour, bgs., c.l., works..ton.11.00 -12.60
l.c.l., works.....ton.12.00 -13.00
Sloe berries, bgs.....lb. .75 - .80
Smalt, black, ctns.....lb. .05 - .06
Blue, ctns.....lb. .07 - .06¼
Snakeroot, Canada, bls.....lb. .40 - .42
Soapbark, bls.....lb. .11¾- .12¼
crushed, bls., bbls.....lb. .13 - .14
cut, dom., bls., bbls.....lb. .16 - .17
imp., bbls.....lb. .18 - .19
powd., bbls.....lb. .17 - .18
Soda acetate, anhyd., bbls., dlvd. lb. .08½- .10
flake, gran., powd., 60%, bbls., c.l., dlvd..lb. .05 - —
l.c.l., dlvd.....lb. .05½- .06
N. F. VII, bbls., dlvd...lb. .09½- .10
Alginate, renned, water-soluble, bbls., works..lb. .79 - —
semi-refined, bbls., works..lb. .42 - —
white, powd., dms.....lb. 1.50 - 1.80
Aluminate,[6] for water treat., bgs., c.l., works..100 lbs. 7.50 - —
l.c.l., works.....100 lbs. 8.40 - —
Soda aluminate, other uses, bgs., c.l., works..100 lbs. 7.00 - —
l.c.l. .....100 lbs. 7.50 - 8.00
Antimoniate, bbls., dlvd.....lb. .15 - .15½
Arsenate,[6] dms., dealers, c.l., works..lb. .09½- —
l.c.l., same basis.....lb. .10⅝- .11⅛
Arsenite,[6] gray, dms., c.l., dealers, works..lb. .08¼- —
l.c.l., dealers, works...lb. .09 - .10

Soda, arsenite, gray, ¾c. higher in Chi.; 2c. higher in Houston, Tex., and Palo Alto, Calif.

Ash, dense, 58%, bgs., c.l., works..100 lbs. 1.15 - —
l.c.l., dlvd., zone 1..100 lbs. 2.18 - —
2 .....100 lbs. 2.33 - —
3 .....100 lbs. 2.58 - —
4 .....100 lbs 2.98 - —
bbls., c.l., works.....100 lbs. 1.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l., works....100 lbs. .95 - —
extra light, 58%, bgs., c.l.... 100 lbs. 1.13 - —
l.c.l., dlvd., zone 1.100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works...100 lbs. 1.45 - —
l.c.l., dlvd., zone 1..... 100 lbs. 2.45 - —
2 .....100 lbs. 2.60 - —
3 .....100 lbs. 2.85 - —
4 .....100 lbs. 3.25 - —
bulk, c.l.....100 lbs. .90 - —
light, 55%, bgs., c.l., works. 100 lbs. 1.05 - 1.13
l.c.l., dlvd., zone 1..... 100 lbs. 2.13 - —
2 .....100 lbs. 2.28 - —
3 .....100 lbs. 2.53 - —
4 .....100 lbs. 2.93 - —
bbls., c.l., works....100 lbs. 1.35 - —
Soda, light, 58%, bbls., l.c.l., dlvd., zone 1..100 lbs. 2.35 - —
2 .....100 lbs. 2.50 - —
3 .....100 lbs. 2.75 - —
4 .....100 lbs. 3.15 - —
bulk, c.l.....100 lbs. .90 - —

Soda ash sales zones are:—(1) All States E. of Miss. R. and N. of south. bound. of Ky. and Va.; also Ala., La., and Miss., S. of 31°, Tex. E. of 100°, S. of 31°, Fla.; also Me., N.H., and Vt., in which there are special county zones; Davenport, Ia., and St. Louis; (2) Ark. E. of 93°, Ga., Iowa (except Davenport), Minn.; Mo. (except St. Louis), Neb. E. of 98°, N.C., S.C., Tenn. and Tex. N. of 31° and E. of 100° (except Wichita Falls); also Ala., La., and Miss. N. of 31°; (3) Ark. W. of 93°, Kans., Neb., W. of 98°, N.D., Okla., S.D., Tex. W. of 100° (including Wichita Falls (excluding El Paso); (4) Ariz., Colo., Idaho, Mont., Nev., N. M., Utah, Wyo., and El Paso, Tex.

Benzoate, tech., bbls., 2 tons or more..lb. .39 - —
smaller lots.....lb. .40 - .43
USP, dms., 2 tons or more.lb. .46 - —
smaller lots.....lb. .47 - .52
Bicarbonate, tech., bbls., c.l., works..100 lbs. 1.70 - —
l.c.l. .....100 lbs. 2.05 - —
bgs., c.l., works.....100 lbs. 1.55 - —
l.c.l. .....100 lbs. 1.90 - —
USP, gran., bbls., c.l., wks. 100 lbs. 2.25 - —
l.c.l. .....100 lbs. 2.60 - —
powd., bbls., c.l., works.... 100 lbs. 1.85 - —
l.c.l. .....100 lbs. 2.51 - —
kgs., c.l., works....100 lbs. 2.10 - —
l.c.l. .....100 lbs. 2.76 - —
Bichromate,[6] spot, bbls., cks., c.l., works..lb. .07¾- —
l.c.l., works.....lb. .07¼- .07¾
Soda bichromate in bgs., ½c. less.
Bifluoride, bbls., c.l., frt. alld. lb..lb. .11½- —
l.c.l., same basis.....lb. .12 - .14
kgs., l.c.l., same basis.....lb. .12½- .14
Bisulphite, powd., bbls., c.l., works..100 lbs 3.00 - 3.10
l.c.l., works.....100 lbs. 3.50 - 3.60
solution, 32°, bbls., c.l., works. 100 lbs. 1.30 - —
l.c.l., works.....100 lbs. 1.55 - —
30°, bbls., c.l., works.100 lbs. 1.35 - —
l.c.l., works.....100 lbs. 1.30 - —
35°, bbls., c.l., works.100 lbs. 1.40 - —
l.c.l., works.....100 lbs. 1.65 - —
44°, bbls., works.....100 lbs. 1.55 - —
l.c.l., works.....100 lbs. 1.80 - —
Bromide, NF, gran., bbls., 500 lbs., works..lb. .27 - .30
fiber, dms., works, 100 lbs. lb. .28 - .31
Cacodylate, 5-lb. bots., works. lb.17.00 - —

Carbonate (see Soda ash, soda monohydrated, soda sal.)

Caustic, flake, powd., 76%, dms., c.l., works..100 lbs. 2.70 - —
l.c.l., zone 1, dlvd.... 100 lbs. 3.55 - —
2, dlvd.....100 lbs. 3.70 - 5.05
3, dlvd.....100 lbs. 3.95 - 5.30
4, dlvd.....100 lbs. 4.35 - 5.70
liquid, 47-49%, buyers tanks, works..100 lbs. 1.92½- —
sellers' tanks, works.... 100 lbs. 1.95 - —
70%, buyers, tanks, works. 100 lbs. 1.97½- —
sellers' tanks, works.... 100 lbs. 2.00 - —
solid, 76%, dms., c.l., works. 100 lbs. 2.30 - —
l.c.l., zone 1, dlvd..... 100 lbs. 3.15 - —
2, dlvd.....100 lbs. 3.30 - —
3, dlvd.....100 lbs. 3.55 - —

Caustic soda zones are same as soda ash.

Chloride (see Salt).

Chlorate,[6] dom., cryst., bgs., c.l., works..lb. .06¼- —
l.c.l., works.....lb. .06½- —
powd., bgs., c.l., works..lb. .06½- —
l.c.l., works.....lb. .07 - .08½
Chromate,[3,6] bbls., cks., c.l., works, frt. equald..lb. .08¾- —
l.c.l., works, frt. equald..lb. .08¾- .09½
Soda chromate in bgs. is ½c. lower.
Citrate, USP VIII, bbls.....lb. .18½- —
dms. .....lb. .19½- .23½
USP gran., bbls.....lb. .24 - —
dms. .....lb. .24 - .29
powd., bbls.....lb. .24½- —
dms. .....lb. .24¼- .29½
Cyanide,[6] 96-98%, dms.....lb. .14½- .16
Diacetate, 33-35% acidity, bbls., dlvd..lb. .09½- .10½
anhy., dms., dlvd.....lb. .12½- —
Fluoride, white, 90%, bbls., c.l., works..lb. .07 - —
l.c.l., works.....lb .08 - —
95%, bbls., c.l., works..lb. .07¼- —
l.c.l., wdrks.....lb. .08¼- —

Soda fluoride prices at Los Angeles are f.a.s. works.

Glutamate, monobasic, kgs..lb. 1.04 - —
Glycerophosphate, NF, cryst., bbls., 1,000 lbs..lb. 1.25 - —
smaller lots.....lb. 1.40 - 1.65
powdered, 5c. higher.
solution, cbys., cns.....lb. .82 - .90
Hydrosulphite, dms., frt. alld. lb. .17 - .18
Hydroxide, USP, sticks, dms.lb. .24½- .26
Hypophosphite, NF, cns.....lb. .67 - .70
Hyposulphite, cryst., bgs., c.l., works, frt. equald..100 lbs. 2.25 - —
l.c.l., same basis..100 lbs. 2.50 - —
pea, bgs., c.l., works.100 lbs. 2.60 - —
l.c.l., works.....100 lbs. 2.75 - 3.95
Soda hyposulphite in bbls., 20c. higher; in dms., 50c. higher.
Iodate, dms., jars.....lb. 5.40 - 5.48
Iodide, bots.....lb. 2.53 - 2.57
dms., jars.....lb. 2.42 - —
Mandelate, dms.....lb. 3.25 - 3.35
Metanilate, bgs.....lb. .40 - —
Metasilicate, anhyd., dms., c.l., works, frt. equald..100 lbs. 4.00 - —
l.c.l., same basis..100 lbs. 4.90 - 5.30
gran., bbls., c.l., works, frt. equald..lb. 2.50 - —
l.c.l., dlvd.....100 lbs. 3.30 - 3.55
Molybdate,[6] anhyd., kgs., works lb. .47 - —
Monohydrated, bbls.....100 lbs. 3.00 - —
works .....100 lbs. 2.55 - —
Naphthionate, bbls.....lb. .50 - —
Nitrate,[6] crude, dom., 100-lb. bgs., c.l., works..ton.30.05 - —
bulk, same basis.....ton.27.00 - —
imp., 100-lb. bgs., c.l., Atl., Gulf, Pac., whse..ton.33.00 - —
200-lb. bgs., same basis.. ton.32.40 - —
bulk, same basis.....ton.30.00 - —
refd., gran., bbls., 10 tons 100 lbs. 3.60 - —
smaller lots.....100 lbs. 3.75 - 4.00
Nitrite, 96-98%, dom., bbls., c.l., works, frt. equald..lb. .09¾- —
West Coast ports..... 100 lbs. 8.00 - 8.55
l.c.l., dlvd.....100 lbs. 8.90 -11.90
Orthosilicate, anhyd., dms., c.l., works, frt. equal..lb. 4.50 - —
l.c.l., same basis.100 lbs. 5.45 - 5.85

Home Defense Needs Alkalies

SOLVAY SALES CORPORATION *Alkalies and Chemical Products Manufactured by The Solvay Process Company*

Soda orthosilicate, flake, dms., c.l., works	100 lbs.	3.15 -	—
l.c.l., divd	100 lbs.	4.30 -	4.55
Oxalate, neut., bbls.	lb.	.10 -	.11
Perborate, NF, bbls., c.l., works	lb.	.14½-	—
l.c.l., works	lb.	.15½-	—
Pentachlorophenate, briquets, bgs., works, frt. equald.	lb.	.17 -	.18
powd., bgs., c.l., works, frt. equald.	lb.	.16 -	.16½
l.c.l., works, frt. equald.	lb.	.17 -	—
kgs., works, frt. equald.	lb.	.19 -	—
Peroxide, dms., c.l., divd. E. of Miss.	lb.	.14 -	—
smaller lots	lb.	.17 -	—
Phosphate,[6] dibasic, tech., anhyd., bgs., c.l., works	100 lbs.	6.00 -	6.25
l.c.l., works	100 lbs.	6.50 -	7.25
cryst., bgs., c.l., works	100 lbs.	2.55 -	2.70
l.c.l., works	100 lbs.	2.95 -	3.45
USP, bbls., dms., works	lb.	.08 -	.10
dried, bbls., dms., works	lb.	.11½-	.12
monobasic, anhydrous, bgs., c.l., works	100 lbs.	7.25 -	8.25
l.c.l., works	100 lbs.	8.00 -	9.00
tribasic,[6] anhydrous, bgs., c.l., works, frt. equald.	100 lbs.	6.00 -	—
l.c.l., same basis	100 lbs.	6.50 -	—
cryst., bgs., c.l., same basis	100 lbs.	2.70 -	—
l.c.l., same basis	100 lbs.	3.45 -	—
kgs., c.l., works	100 lbs.	3.40 -	—
l.c.l., works	100 lbs.	4.15 -	—
USP (see Sodium phosphate, dibasic).			
Soda phosphate in bbls. is 20c. higher.			
Picramate, kgs.	lb.	.65 -	—
Prussiate, yellow, bgs., contracts, works	lb.	.09¾-	.10¼
spot	lb.	.10¾-	—
bbls., contract, works	lb.	.10 -	.10¼
spot	lb.	.11 -	—
Pyrophosphate,[6] anhyd., bgs., c.l., works, frt. equald.	100 lbs.	5.25 -	6.10
l.c.l., same basis	100 lbs.	5.40 -	6.60
bbls., c.l., wks., frt. equald.	100 lbs.	5.45 -	6.30
l.c.l., same basis	100 lbs.	5.60 -	6.60
Ricinoleate, tech., bbls.	lb.	.12 -	—
Sal, bgs.	100 lbs.	1.35 -	—
works	100 lbs.	1.10 -	—
bbls.	100 lbs.	1.40 -	—
works	100 lbs.	1.20 -	—
Salicylate, bbls., dms., kgs.	lb.	.52 -	.55
Sesquicarbonate, bgs., c.l., works	100 lbs.	1.50 -	—
bbls., c.l., works	100 lbs.	1.70 -	—
l.c.l., zone 1, divd.	100 lbs.	2.70 -	—
2, divd.	100 lbs.	2.85 -	—
3, divd.	100 lbs.	3.10 -	—
4, divd.	100 lbs.	3.50 -	—
Soda sesquicarbonate l.c.l. price zones are same as those for soda ash.			
Sesquisilicate, dms., c.l., works	100 lbs.	3.05 -	—
l.c.l., divd.	100 lbs.	4.05 -	4.30
Silicate, 40° turbid., dms., c.l., works	100 lbs.	.80 -	—
l.c.l., works	100 lbs.	1.05 -	1.20
tanks, works	ton.	15.00 -	—
52°, dms., c.l., works	100 lbs.	1.40 -	—
l.c.l., works	100 lbs.	1.65 -	1.80
tanks, works	ton.	28.00 -	—
Silicofluoride, bbls., c.l., works	lb.	.05 -	—
l.c.l., same basis	lb.	.05½-	—
Stannate, dms., works, frt. alld. E.	lb.	.32½-	.36½
Stearate, bbls., works	lb.	.19 -	.24
Sulphate, NF, dried, powd., bbls.	lb.	.07 -	.07½
tech., anhyd., bgs., bbls., c.l., works	100 lbs.	1.70 -	1.90
5 tons or more, wirks.	100 lbs.	1.95 -	2.15
less than 5 tons, works.	100 lbs.	2.20 -	2.40
cryst. (see Glauber's salt).			
USP, cryst., gran., bbls.	lb.	.10 -	.10½
Sulphide, cryst., bbls., c.l., works	100 lbs.	2.40 -	—
l.c.l., divd.	100 lbs.	2.90 -	3.15
solid, bbls., c.l., works	100 lbs.	3.15 -	—
l.c.l., divd.	100 lbs.	3.65 -	3.90
Sulphite, cryst., bgs., works	100 lbs.	2.10 -	2.35
bbls., same basis	100 lbs.	2.30 -	2.55
powd., bbls., c.l.	100 lbs.	5.25 -	—
l.c.l.	100 lbs.	5.50 -	6.00
Sulphocarbolate, USP IX, gran., bbls., dms.	lb.	.28 -	.33
powd., bbls.	lb.	.30 -	.31
Sulphocyanide, CP, dms.	lb.	.55 -	.65
Sulphohydrate, liquid, 38% basis 100%, dms., c.l., works.	lb.	.05½-	—
l.c.l., works	lb.	.06 -	.08
tanks, works	lb.	.04½-	—
flake, 70-72%, dms., c.l., works	lb.	.04½-	—
l.c.l., works	lb.	.05 -	—
Sulphoricinoleate, bbls.	lb.	.12 -	—
Thiosulphate (see Soda hyposulphite).			
Tungstate,[6] tech., kgs.	lb.	1.35 -	1.50
Soda-formaldehyde sulphoxylate, stand cont. (125-250 lbs.)	lb.	.19 -	.22
Solvent naphtha, dms., wks.	gal.	.31 -	—
tanks, frt. alld. E. of Omaha.	gal.	.27 -	—
Minnequa, Colo.	gal.	.27 -	—
high-flash, dms., works	gal.	.32 -	—
tanks, frt. alld. E. of Omaha.	gal.	.27 -	—
Sorbitol,[6] com'l, dms., works.	lb.	.17¾-	—
Soybean meal,[1] 41%, Decatur, bulk, c.l.	ton.	45.00 -	—
Protein, alpha, bgs., 40,000-60,000 lbs., works.	lb.	.17 -	—
smaller lots, works	lb.	.17¼-	.17½
Sparteine sulphate, bots., cns.	oz.	2.25 -	2.75
Spearmint leaves, bls.	lb.	.35 -	.36
Spikenard root, bls.	lb.	.38 -	.39
Spruce extract, reg., bbls., c.l., works	lb	.02½-	—
tanks, works	lb.	.01½-	—
pwd., super, bgs., c.l., wks.	lb.	.04½-	—
Squawvine leaves, bls.	lb.	.14 -	.15
Squill, red, powd.	lb.	.85 -	.88
White, bls.	lb.	.14 -	.16
powd., bbls., bxs.	lb.	.18 -	.19
St. Ignatius beans, bgs.	lb.	.43 -	.60
St. John's bread, edible, bls.	lb.	.25 -	.30
Starch, corn, pearl, bgs.	100 lbs.	3.46 -	—
Chicago	100 lbs.	3.10 -	—
powd., bgs.	100 lbs.	3.56 -	—
Chicago	100 lbs.	3.20 -	—
Starch, potato, bgs., c.l.	lb.	.0637-	—
l.c.l.	lb.	.0712-	—
Rice, bgs.	lb.	.09½-	.10¼
Sweetpotato, bgs.	lb.	No stocks	
Wheat, thick boil, bgs.	lb.	.08 -	—
Starch iodide, bots.	lb.	1.67 -	—
Stearin, oleo (see Oleostearin).			
Stillingia root, bls.	lb.	.11 -	.12
Stoneroot, bls.	lb.	.07¼-	.08
Storax, cs.	lb.	1.35 -	1.50
Stramonium leaves, bgs.	lb.	.22 -	.23
Seed, bgs.	lb.	.20 -	.21
Strontium bromide, cns., dms.	lb.	.52 -	.54
Carbonate, 90%, bbls.	lb.	.14 -	.16
98%, bbls.	lb.	.23 -	.25
Chloride, tech., bbls.	lb.	.22 -	.24
Iodide, bots.	lb.	3.06 -	3.15
jars, 25 lbs.	lb.	3.00 -	—
Lactate, dms.	lb.	1.30 -	1.35
Nitrate, bbls., c.l., works	lb.	.07¾-	—
l.c.l., works	lb.	.08¼-	.08½
Strontium oxalate, bbls.	lb.	.37½-	—
Salicylate, bbls., kgs.	lb.	1.10 -	—
dms.	lb.	1.13 -	—
Sulphate, nat., 92% min., air-floated, 300 mesh, c.l., works	ton.	52.00 -	—
l.c.l., works	ton.	54.00 -	—
Strontium-calcium sulphide, phosphorescent, works, frt. alld.	lb.	2.50 -	2.55
Strophanthin, bots.	oz.	30.00 -	57.00
Strophanthus seed, Komba, bgs.	lb.	2.65 -	2.70
Styrolyl acetate, bots.	lb.	2.50 -	3.10
Strychnine, cryst., cns., 100 ozs.	oz.	.70 -	—
powd., cns., 100 ozs.	oz.	.60 -	—
Acetate, cns., 100 ozs.	oz.	.88 -	—
Arsenate, cns., 100 ozs.	oz.	.91 -	—
Arsenite, cns., 100 ozs.	oz.	.88 -	—
Glycerophosphate, cns., 100 ozs.	oz.	.89 -	—
Hydrochloride, cns., 100 ozs.	oz.	.88 -	—
Hypophosphite, 25-oz. cns., 100 ozs.	oz.	1.00 -	—
Nitrate, 100 ozs.	oz.	.82 -	—
Phosphate, 100 ozs.	oz.	.89 -	—
Sulphate, cryst., cns., 100 ozs.	oz.	.58 -	—
powd., cns., 100 ozs.	oz.	.48 -	—
Sucrose octa-acetate, denat., bbls., l.c.l., works	lb.	.45 -	—
tech., bbls., l.c.l., works	lb.	.40 -	—
Sugar coloring (see Caramel coloring)			
Sugar of milk (see Milk sugar)			
Sulphadiazin, 100-lb. dms.	lb.	11.50 -	—
Sulphaguanidin, 100-lb. dms.	lb.	5.50 -	—
Sulphanilamide, bots.	lb.	1.35 -	—
lb. dms.	lb.	.90 -	1.00
Sulphapyridin, powd., bots., tins.	lb.	5.00 -	5.30
Sulphathiazole, dms.	lb.	3.50 -	—
smaller lots	lb	3.60 -	4.00
Sesquihydrate, prices same as sulphathiazole			
Sulphonethylmethane, kgs.	lb.	6.75 -	6.85
Sulphonmethane, kgs.	lb	5.25 -	5.35
Sulphur, crude, bgs., c.l., works	100 lbs.	1.65 -	—
l.c.l., works	100 lbs.	2.00 -	2.15
bulk, mines, contracts	long ton.	16.00 -	—
f.o.b. vessels, Gulf ports, contract	long ton.	17.50 -	—
flour, comm'l, 99½%, bgs., c.l., works	100 lbs.	1.65 -	—
l.c.l., works	100 lbs.	2.00 -	2.15
precipitated, USP, bbls., kgs.,	lb.	.18 -	.20
refined, flour, extra fine, bags., c.l., works	100 lbs.	2.90 -	—
l.c.l., works	100 lbs.	3.25 -	3.40
heavy, bgs., c.l., works	100 lbs.	2.60 -	—
l.c.l., works	100 lbs.	2.95 -	3.10
light, bgs., c.l., works	100 lbs.	2.70 -	—
l.c.l., works	100 lbs.	3.05 -	3.20
USP, bgs., c.l., works	100 lbs.	3.05 -	—
l.c.l., works	100 lbs.	3.40 -	3.55
Refined sulphur in bbls., 35c. higher.			
rock, bbls., c.l., works	100 lbs.	2.20 -	—
l.c.l., works	100 lbs.	2.55 -	2.70
roll, bbls., c.l., works	100 lbs.	2.40 -	—
l.c.l., works	100 lbs.	2.75 -	2.90
Chloride, 55-gal. dms., c.l., works	lb.	.03 -	.03½
l.c.l., works	lb.	.04 -	.04½
10-gal. dms., c.l., works	lb.	.07 -	.07½
l.c.l.	lb.	.08 -	.08½
Dioxide, liquid, cyls., works	lb.	.07 -	.08
multi-unit cars, works	lb.	.04½-	.06
tanks, works	lb.	.04 -	.06
refrigeration, cyls., works	lb.	.13 -	.21
multi-unit cars, works	lb.	.06½-	—
Iodide, bots., jars	lb.	3.90 -	4.11
Sumac berries, bgs.	lb.	.12 -	.13
extract, No. 1, bbls.	lb.	.08 -	—
No. 2, bbls.	lb.	.07 -	—
stainless, bbls.	lb.	.09 -	.11
Sunflower seed, Calif., large, bgs.	lb.	.16½-	.17
medium, bgs.	lb.	.15 -	.15½
poultry, bgs.	lb.	.14 -	.14½

Superphosphate,[1] pulverized, run-of-pile, under 22% a.p.a., bulk, production points, Balto. unit-ton .64 - —
Florida unit-ton. .50 - .58

22%, a.p.a., bulk, prod. points, others unit-ton. .55 - .84

delivery points, Ariz., Calif., Colo., Ida., Kans., Nev., N.M., Ore., Utah, Wash., 88½c. per unit-ton plus frt. charge from Anaconda, Mont., in excess of $3.00 per ton.

Superphosphate,[1] gran., 2c. per unit-ton higher than pulverized; guaranteed 18%, 19% or 20% a.p.a., ½c. per unit-ton higher.

triple, 40% and more a.p.a., bulk, producing points, Florida unit-ton. .62 - —
South Carolina unit-ton. .65 - —
Tennessee unit-ton. .70 - —

Other States and D.C., 62c. per unit-ton plus frt. charge for 48% from E. Tampa, Fla.

T

Talc, grd., dom., aluminum-flake type, bgs., c.l., works.	ton.	14.50	24.50
l.c.l., works	ton.	16.50	30.00
Calif., bgs., c.l., works	ton.	17.50	43.00
N.Y. fibrous, coarse, off-color, bgs., c.l., works	ton.	13.00	- —
fine, 325 mesh, 93-94%, bgs., c.l., works	ton.	13.00	18.00
98-99.5%, bgs., c.l., works	ton.	15.25	19.25
99.85-99.95%, bgs., c.l., works	ton.	17.00	21.00
Pennsylvania, bags., c.l., works	ton.	11.00	12.50
l.c.l., works	ton.	12.00	14.50

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Not so many years ago, paint and ink formulators looked toward the day when scientifically standardized chemical bases would replace natural resins of uncertain quality and results.

RCI responded with entirely new synthetic resins and practical research aid, which vastly increased the rate of progress in these fields and have found wide application in many other industries.

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Moreover, the calibre and experience of RCI research personnel has kept in step. Working with manufacturers and independently, this large staff has delved into, and solved, production and formulating problems of almost every kind.

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Talc, grd., dom., Vermont, bgs., c.l., works..ton 14.00 - —
l.c.l., works.....ton 15.00 - —
Imp., Canad., bgs., c.l....ton 24.00 -30.00
Tallow,[1,6] edible, tanks.....lb. .09½- —
inedible, extra, loose.....lb. .08¾- —
special, loose.....lb. .08½- —
sulphonated, 35% (24% fat), dms., c.l..lb. .05¾- —
50% (42% fat), dms., c.l....lb. .06¾- —
50% (44% fat), dms., c.l..lb. .07¾- —
Tallow, sulphonated, l.c.l., 1c. higher.
Tamarind, bbls.....lb. .10 - .12
kegs.....keg. 7.45 - —
Tankage, animal, feed, 9-11% ammon., bulk..unit-ton 5.53 - —
Chicago.....unit-ton 5.53 - —
fert. grd., 9% ammon., 10% b.p.l., bulk..unit-ton 4.00&.10
10-11% ammon., 15% b.p., bulk, Chicago..unit-ton 4.00&.10
Tansy leaves, bls.....lb 2 - .24
Tapioca flour,[1,5] Brazil, bgs...lb. .07¼- —
Java, bgs.....lb. .07¼- —
Tar acid oil,[1,6] 16%, dms., c.l., works..gal. .27½- —
l.c.l., works.....gal. .29½- —
25%, dms., c.l., works....gal. .31½- —
l.c.l., works.....gal. .33½- —
Pine, retort, dms., East....gal. .30 - .33
tanks East.....gal. .24¼- —
Tara, powd.....ton 145.00 Nom.
Tarragon herb, bgs.....lb. 1.70 - 1.75
Tartar emetic, tech., gran. or powd., bbls, kgs..lb. .47¾- .48
dms.....lb. .48½- .51
USP, powd., bbls.....lb. .52¾- .53
Terpin hydrate, cryst., bbls., dms. lb. .70 - .75
powd., bbls., dms.....lb. .75 - .80
Terpineol, dms.....lb. .35 - .50
alpha (see A).
Terpinyl acetate, extra, cns., dms..lb. .90 - 1.15
prime, cns., dms.....lb. .75 - 1.05
Terpinyiglycol ether, dms. (extra), c.l., works..lb. .19½- —
l.c.l., works.....lb. .20 - —
tanks, works.....lb. .19 - —
Terra alba (see Gypsum).
Tetrachloroethane, dms., wks..lb. .08 - .08½
Tetrachlorethylene, N.F. VI, 55-gal. dms., works..lb. .20 - .21½
smaller dms., works.....lb. .20½- .25½
tech. (see Perchloroethylene).
Tetralin, dms.....lb. .19 - —
Tetrasodium pyrophosphate (see Soda pyrophosphate).
Thallium sulphate, 99%, bots., works..lb. 12.50 - —
Theobromine,[1,3] makers, primary distrib., dms., 25-lb. lots..lb. 2.80 - —
smaller lots.....lb. 2.90 - 3.00
Thiamine hydrochloride,[6] bots., dms., 100 grams..kilo. 290.00 - —
50 grams, bots.....gram .32 - —
25 grams, bots.....gram .34 - —
1 gram, bots.....gram .42 - —
Thiocarbanilide, dms.....lb. .24 - —
Thiourea, CP, dms.....lb. .55 - .56
Thorium nitrate, cs., works....lb 2.00 - —
Thyme,[1] California, French-type, bls..lb. 1.60 - 1.70
Morocco, bls.....lb. .21 Nom.
Spanish, bls.....lb. .23½- .24
French type, bls.....lb. .24½- .25
Thymol cns.....lb. 2.40 - 2.75
Iodide, bots.....lb. 3.88 - 4.19
dms.....lb. 3.40 - 3.80
Tikitiki (see Rice bran).
Timbo root,[1,6] (see Cube root).
Tin chloride, anhydrous.....lb. No stocks
Crystals, bbls., bgs.....lb. No stocks
Metal,[1,6] Straits.....lb. .52 - —
Oxide, bbls.....lb. No stocks
Tetrachloride, anhyd., dms., works..lb. .31 - .33
Titanium dioxide,[1] chalk resistant, bgs., c.l., dlvd..lb. .15 - —
l.c.l., 5 tons one deliv., dlvd..lb. .15½- —
smaller lots, dlvd....lb. .15½- .15¾
nonchalking, bgs., c.l., dlvd. E..lb. .16½- —
l.c.l., 5 tons one deliv., dlvd..lb. .16¾- —
smaller lots, dlvd.....lb. .17 - .17¼
plain bgs, c.l., dlvd.....lb. .14½- —
l.c.l., 5 tons one delivery, dlvd..lb. .14¾- —
smaller lots, dlvd.....lb. .15 - .15¼
Hydride, cns., works.....lb. 7.00 - 8.00
Pigment, barium base, bgs., c.l., dlvd..lb. .05¾- —
l.c.l., dlvd.....lb. .06 - —
calcium base, bgs., c.l., dlvd., lb. .05½- —
l.c.l., dlvd.....lb. .05¾- —
calcium-rutile base, bgs., c.l., dlvd..lb. .05½- —
l.c.l., dlvd.....lb. .05¾- —
magnesium base, bgs., c.l., dlvd..lb. .05¾- —
l.c.l., dlvd.....lb. .06 - —
Titanium dioxide and pigment in bbls. ¼c. higher; Pac. cst., ¼c. higher, c.l., dlvd., l.c.l., ex whse.
Tetrachloride, CP, dms., works, 55-gal..lb. .57 - —
smaller pkgs, works.....lb. .65 - 1.25
technical, 55-gal. dms., works. lb. .32 - —
smaller pkgs., works.....lb. .40 - 1.00
Tolu balsam, cns.....lb. .80 - .85
Toluene (see Toluol).
Toluidin base, distilled, kgs...lb. .96 - —
mixed, dms.....lb. .26 - —
Toluol[6] (toluene), 2° indus., dms., return..gal. .33 - —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .25 - —
West, Minnequa, Colo...gal. .28 - —
1° nitration, dms., return...gal. .34½- —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .29½- —
West, Minnequa, Colo...gal. .29½- —
Tonga, 50% bark and vine, bbls.lb. .90 - .95
Tonka beans, Angostura, cks..lb. 2.50 - 2.90
Brazilian, Surinam, cs.....lb. .80 - .85
Totaquine,[1] USP XII, 100 oz. cs. .30 - —
smaller lots.....oz. .33 - .36
Triacetin, dms.....lb. .26 - —
Triamyl borate, dms., works...lb. .33 - —
Triamylamine, dms., c.l., works. lb. .98 - —
l.c.l.....lb. 1.01 - —
Tributyl citrate, 475-lb. dms..lb. .29 - .31
smaller pkgs.....lb. .34 - .40
Phosphate, dms., l.c.l., dlvd..lb. .47 - —
cns., works.....lb. .51 - —
Tributylamine, dms., c.l., works. lb. .78 - —
l.c.l.....lb. .81 - —
Trichlorobenzene, dms., c.l., frt. alld..lb. .08 - —
l.c.l., same basis.....lb. .08½- —
tanks.....lb. .07½- —
Trichloroethylene,[5] dms., c.l., works, frt. alld. Zone 1..lb. .08 - —
Zone 2, same basis.....lb. .08½- —
Zone 3, same basis.....lb. .09 - —
Zone 4, ex whse.....lb. .09 - —
Trichloroethylene l.c.l., prices, ½c. higher. Zones are:—(1) Conn., Del., Ill., Ind., Ia., Ky., Me., Md., Mass., Mich., Minn., Mo., N.J., N.Y., N.C., Ohio, Pa., R.I., Tenn., Vt., Va., W.Va., Wis., Omaha, K.C., Kan.; (2) Ala., Ark., Fla., Ga., Kan., La., Miss., Neb., N.D., Okla., S.C., S.D.; (3) Col., Mont. (E), N.M., Tex., Wyo.; (4) Ariz., Cal., Idaho, Mont. (W), Nev., Ore., Utah, Wash.
Tricresyl phosphate,[6] CP, cns., works..lb. .43½- .54½
dms., c.l., dlvd.....lb. .37½- —
l.c.l., dlvd.....lb. .40½- —
tech., cns., works.....lb. .28½- .45½
dms., c.l., dlvd.....lb. .25 - .31
l.c.l., dlvd.....lb. .25½- .31½
tanks, dlvd.....lb. .24 - .30
Triethanolamine,[6] dms., c.l., works..lb. .19 - —
l.c.l., works.....lb. .20 - —
tanks, works.....lb. .18 - —
Triethyl phosphate, cns.....lb. .46 - —
Triethylamine, dms., works....lb. 1.16 - —
Triethyleneglycol,[6] dms.....lb. .26 - —
Trimethylamine, dms., c.l., dlvd. lb. .85 - —
l.c.l., dlvd.....lb. .90 - —
Triphenyl phosphate,[3] bbls....lb. .31 - .32
Tripoli, air-floated, bgs., c.l., works..ton 21.50 - —
double grd., bgs., c.l., works.. ton 17.50 - —
once-grd., bgs., c.l., works..ton 16.00 - —
Trisodium phosphate (see Soda phosphate, tribasic).
Tuba root,[2,4] (see Derris root).
Tungsten metal, powd.,[3] 99-99.7%, dms., works..lb. 2.60 - 5.40
Oxide, kgs.....lb. No prices
Turmeric root, Alleppey, bgs..lb. .12 Nom.
Madras, bgs.....lb. .12 Nom.
Turpentine, gum, dms., ex dock, gal. .79 - .82
wood, d.d., dms., East.....gal. .60 - .63
tanks.....gal. .55 - —
steam-dist., dms.....gal. .73 - .76
tanks.....gal. .68 - —

U

Unicorn root, false (see Helonias root).
True (see Aletris root).
Uranium oxide, black, bgs....lb. 2.55 - —
yellow, kgs.....lb. 1.65 - —
Urea, dom., 46% N., bgs., c.l., works or ship. pts..ton 75.00 - —
l.c.l., ship. pts.....ton 77.50 -85.00
import, pure, cs.....lb. .12 - —
Fertilizer comp., basis 42% N., bulk, c.l., works or A. or G. ports..ton 57.40 - —
Urea-ammonia liquor, 42% N., bulk, c.l., works or A. or G. ports..ton 121.58 - —
37% N. (insoluble), same basis. ton 127.00 - —
Uva ursi leaves, bls.....lb. .22 - .23

V

Valerian root, Belgian, bls....lb. 1.20 - 1.25
Eastern, bls.....lb. .92 - .96
Valonia, beards, bgs., f.a.s..ton. No prices
Cups, bgs., f.a.s.....ton. No prices
Vanadium pentoxide, CP, bgs., cns., works..lb. 7.00 - —
tech., dms., works.....lb. 1.10 - —
Vanilla beans,[1] Bourbon, tins..lb. 8.50 - 9.25
Java, tins.....lb. No stocks
Mexican, cuts, tins.....lb. 8.25 - 8.75
whole, tins.....lb. 9.00 -11.00
Tahiti, white label, tins...lb. 3.75 - 4.00
yellow label, tins.....lb. 3.50 - 3.75
West Indian, tins.....lb. 8.25 - 8.50
Vanillin,[1] makers, primary distrib., tins, ex eugenol, 25 lbs. or more..lb. 2.60 - —
smaller lots.....lb. 2.65 - 2.75
ex guaiacol or lignin, tins, 25 lbs. or more..lb. 2.35 - —
smaller lots.....lb. 2.40 - 2.50
Venice turpentine, artif., cns.lb. .24 - .25
Verdigris, bbls., bgs.....lb. .22 - .28
Vinyl acetate,[6] chys., wks....lb. .22 - —
dms., c.l., works.....lb. .15 - —
l.c.l., works.....lb. .16 - —
smaller pkgs., works.....lb. .25 - —
Ether, 75 c.c.....bot. 1.30 - —
50 c.c.....bot. .73½- —
25 c. l.....bot. .45½- —
Vinylpyridin, ret. dms., works.lb. 1.50 - —
Viosterol (irradiated ergosterol). mil units. .16 - .20
Vitamin A (see Oils, codliver, halibut-liver).
B_1 (see Thiamine hydrochloride).
B_2 (see Riboflavin).
B complex, natural (see Rice bran and Yeast).
C (see Acid, ascorbic).
D (see Oils, codliver, halibut-liver, viosterol).
E (see Alpha Tocopherol).
G (see Riboflavin).
P-P (see Acid, nicotinic, and Nicotinamide).
Violet, methyl, toner (see M).
V.M.P. naphtha (see Petroleum, naphtha, v.m.p.).

W

Wahoo, root bark, bls.....lb. .45 - .46
Tree bark, bls.....lb. .28 - .30
Wattlebark, E. Afr., bgs., f.a.s., based on freight $11; insurance $1 per ton. Difference for buyers account. Current freight $11.70; WSA insurance $2.75 per ton.. ton 46.00 - —
So. Afr., bgs., f.a.s., based on freight $11; insurance $1 per ton. Difference for buyers account. Current freight $11.05; WSA insurance $3 per ton..ton 46.00 -48.50
Extract, liquid, bbls.....lb. .05¾- —
tanks.....lb. .05¼- —
solid, bgs., based on freight $20; insurance $2.50 per ton. Difference for buyers account. Current freight $16.90; WSA insurance $8.75 per ton..lb. .04475- .0460
Wax, amorphous, 100°-165°, m.p., amber, ctns., 30 tons, yr. cont., group 3, works..lb. .14½- —
smaller lots.....lb. .14½- .15¼
black, ctns., 30 tons, same basis..lb. .12¾- —
smaller lots.....lb. .13 - .13¾
white, ctns., 30 tons, same basis..lb. .24¾- —
smaller lots.....lb. .25 - .25¾
180°-185° m.p., amber, ctns., 30 tons, same basis..lb. .16½- —
smaller lots.....lb. .16½- .17¼
black, ctns., 30 tons, same basis..lb. .14¾- —
smaller lots.....lb. .15 - .15¾
white, ctns., 30 tons, same basis..lb. .28¾- —
Bayberry, bgs.....lb. .25 - .26
Bees,[1] bleached, USP, white, bricks, bgs., ton..lb. .58 - —
discs or cakes, bgs., ton.lb. .60 - —
ctns., ton.....lb. .61 - .63
slabs, bgs., ton.....lb. .57 - —
yellow, crude, Afr., bgs., ton, lb. .37½- —
Cent. or So. Amer., sun-bleachable, bgs., ton.lb. .44¾- —
unbleachable, bgs., ton.lb. .41½- —
ref'd, USP, bricks, bgs., ton, lb. .58½- —
discs, bgs., ton.....lb. .55½- —
ctns., ton.....lb. .56½- .58½
Wax, bees, yellow, refined, USP, rounds or squares, bgs., ton..lb. .57½- —
ctns., ton.....lb. .58½- .60½
slabs, bgs., ton.....lb. .52½- —
Candelilla,[1] crude, bgs., ton..lb. .38 - —
smaller lots.....lb. .39 - .48
Candelilla, powdered, 20 mesh, 5c. per lb. extra; 80 mesh, 5½c.; 100-200 mesh, 6c.
refined, bgs., ton.....lb. .44 - —
smaller lots.....lb. .45 - .54
Carnauba,[1] chalky No. 3, bgs., ton..lb. .71½- —
smaller lots.....lb. .72¾- .81½
North Country No. 2, bgs., ton..lb. .75¾- —
smaller lots.....lb. .76¾- .85¾
No. 3, bgs., ton.....lb. .73½- —
smaller lots.....lb. .74½- .83½
refined, bgs., ton.....lb. .76¾- .80
smaller lots.....lb. .77¾- .90
yellow, No. 1, bgs., ton....lb. .83¼- —
smaller lots.....lb. .84¼- .93¼
No. 2, bgs., tons.....lb. .81¼- —
smaller lots.....lb. .82¼- .91¼
No. 3, bgs., ton.....lb. .79 - —
smaller lots.....lb. .80 - .89
powdered (same differentials as candelilla)
Ceresin, dom., 138-140 m.p., bgs., ton..lb. .13½- .14
jobbing lots.....lb. .14½- .15
150°-160° m.p., bgs., 1 ton, lb. .15½- .16
jobbing lots.....lb. .16½- .17
160°-170° m.p., bgs., 1 ton, lb. .16¼- .17
jobbing lots.....lb. .17½- .18
Japan, cs.....lb. No stocks
Montan, bgs.....lb. No stocks
Ouricury,[1] bgs., ton.....lb. .49½- .51¾
smaller lots.....lb. .50½- .61¾
powdered (same differentials as candelilla)
refined, bgs., ton.....lb. .62 - —
smaller lots.....lb. .63 - .72
Paraffin (see under P).
Spermaceti, blocks, cs.....lb. .26 - .27
cakes, cs.....lb. .27 - .28
White lead (see Lead, white).
White pine bark, natural, bls., lb. .04 - .07¼
rossed, bls.....lb. .07 - .10
White precipitate,[3] powd., dms., 50 lbs. or more..lb. 2.84 - —
Whiting, chalk, dry-grd., bgs., c.l..ton 18.00 -22.00
l.c.l.....ton 20.00 -24.00
wet-ground, bgs., c.l..ton 21.00 -25.00
l.c.l.....ton 25.00 -29.00
gilders, bolted, bgs., c.l., ton 20.00 -24.00
l.c.l.....ton 21.00 -25.00
extra-bolted, bgs., c.l..ton 22.00 -26.00
l.c.l.....ton 23.00 -27.00
Paris white, bgs., c.l..ton 24.00 -28.00
l.c.l.....ton 25.00 -29.00
limestone, dry-grd., 325 mesh, bgs., 40 tons, N. E. works, ton. 6.00 - —
smaller lots, N.E. wks. ton. 7.00 - 9.00
wet-grd., air-floated, 300 mesh, 99¾%, bgs., c.l..ton. 9.35 -10.10
200 mesh, bgs., c.l....ton. 8.60 - 9.50
90%, bgs., c.l.....ton. 6.25 - 7.00
water-floated, extra gilders, bgs., c.l..ton 13.00 - —
gilders, bgs., c.l.....ton 12.45 - —
putty grade, bgs., c.l..ton 12.00 - —
Precipitated, bgs., c.l.....ton 14.00 -15.00
l.c.l.....ton 18.00 -20.00
Wild cherry bark, thick, bls..lb. .05½- .06
rossed, bls.....lb. .15 - .18
thin, bls.....lb. .09½- .10
rossed, green, bls.....lb. .12 - .15
Wild indigo root, bls.....lb. .18 - .19
Witch-hazel extract, dist., NF, bbls..gal. .72 - .75
Leaves, bls.....lb. .07 - .09
Witherite (see Barium carbonate, natural).
Woodflour, 40 mesh, bulk, c.l., N. Tonawanda, N.Y..ton 20.00 - —
60 mesh, same basis.....ton 24.00 - —
80 mesh, same basis.....ton 27.00 - —
100 mesh, same basis.....ton 30.00 -32.00
Woodflour in bags, 25c. each extra, returnable.
Wormseed, American, bgs.....lb. .11 - .12
Levant.....lb. 6.50 - —
Wormwood, bls.....lb. .50 - .75

X

Xylene (see Xylol).
Xylol[6] (xylene), indus. dms., return, works..gal. .32 - —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .27 - —
West, Minnequa, Col....gal. .27 - —
16°, dms., return, works....gal. .35 - —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .30 - —
5°, dms., return, works....gal. .42 - —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .37 - —
8°, dms., return, works....gal. .47 - —
tanks, E. of Omaha, frt. alld. to 2c. per gal..gal. .42 - —
Xylidin, mixed, dms.....lb. .35 - .36

Y

Yara yara, cryst., bots., cns...lb. 1.75 - 2.20
Yeast, brewer's, dry, 50 B units, dms..lb. .35 - —
90 B units, dms.....lb. .40 - —
120 B units, dms.....lb. .45 - —
200 B units, dms.....lb. .58 - —
300 B units, dms.....lb. .73 - —
Yellow, benzidin, bbls., dlvd...lb. 1.35 - 2.25
Cadmium, CP, import, bxs...lb. 1.35 - 1.40
Lithopone, bbls., ton, E. of Rockies..lb. .55 - —
smaller lots, same basis.. lb. .60 - —
packages, same basis.....lb. .65 - —
Sulphide, orange, kegs, cases, works..lb. 1.10 Nom.
Chrome, CP, bbls., dlvd. N. of Tenn. and N. C., E. of Miss. R., including Davenport, Minneapolis, Rock Island, St. Louis, St. Paul, contracts..lb. .16 - —
Chrome yellow, prices are ¼c. higher, dlvd. Ala., Fla., Ga., La. (Shreveport, 1¼c.), Miss., N. C., S. C., Tenn., Tex. (Dallas, 1¼c.; Ft. Worth, 1½c.; El Paso, 2c.), Cedar Rapids, Des Moines, Kansas City, Lincoln, Omaha, St. Joseph; 1.6c. higher dlvd. Pac. Coast; for Denver, Pueblo, Salt Lake City, Wichita, prices are equalized with Chicago.
Dutch, pink, bbls.....lb. .09 - .11
Hansa, bbls., same basis as chrome..lb. 1.37 - —
primrose, bbls., same basis..lb. 1.75 - —
Mercury oxide, bbls., 1,000 lbs..lb. 2.87 - —
smaller lots.....lb. 2.89 - —
Ocher, American, golden, bbls., works..lb. .04½- .06¾
yellow, bbls., works.....lb. .02 - .02¼
French type, bbls., c.l....lb. .0345- —
l.c.l.....lb. .0365- —
Yellow, oxide, nat., bbls., c.l., f.o.b. Bethlehem, Easton, Pa..lb. .04½- —
l.c.l., same basis.....lb. .05 - —
synth., bbls., c.l., works..lb. .07 - —
l.c.l., works.....lb. .071 - —
Persian orange (see O).
Zinc, bbls., same basis as chrome..lb. .15 - —
Navy spec. type, bbls., contracts..lb. .15 - —
Yellow dock root, dom., bls..lb. .16 - .25
Yellow root (xanthorhiza), bls..lb. .11 - .18
Yerba santa leaves, bls.....lb. .14 - .16
Yohimbine hydrochloride, vls..oz. 3.00 - 5.75

Z

Zein,[6] bgs., 1,000 lbs., works..lb. .25 - —
smaller lots, works.....lb. .30 - —
Zinc acetate, tech., bbls., dlvd..lb. .16 - .17
USP, bbls., 250 lbs.....lb. .26 - .27
kgs., 100 lbs.....lb. .29 - —
Arsenite,[1] bgs., c.l., frt. alld. E. of Rockies..lb. .11¾- .13¼
l.c.l., same basis.....lb. .12¼- .13¾
Carbonate, tech., bbls.....lb. .14 - .20
USP, precip., powd., bbls..lb. .35 - —
dms.....lb. .40 - —
kgs.....lb. .37 - —
Chloride, tech., fused, c.l., works..100 lbs. 5.00 - —
l.c.l., works.....100 lbs. 5.35 - —
gran., dms., c.l., works.... 100 lbs. 5.75 - —
l.c.l., works.....100 lbs. 6.50 - —
USP, dms.....lb. .30 - .31
jars.....lb. .36 - —
solution, 50%, dms., c.l., wks. lb. .0315- —
l.c.l., works.....lb. .04¼- .04½
tanks, works.....lb. .0250- —
Chromate (see Yellow, zinc).
Cyanide, kgs., works.....lb. .33 - .37
Dust,[6] bbls., c.l., dlvd.....lb. .1035- —
l.c.l., works.....lb. .1135- —
Fluoride, bbls.....lb. .25 - .30
Iodide, NF, bots.....lb. 4.54 - —
jars.....lb. 4.40 - —
Metal,[1,3,5] (quotations in Paint Market report).
Oxide,[6] pigment, dom., acicular, bgs., c.l., dlvd..lb. .07¼- —
l.c.l., dlvd.....lb. .07½- —
lead free, bgs., c.l., dlvd., lb. .07¼- —
l.c.l., dlvd.....lb. .07½- —
5%, bgs., c.l., dlvd...lb. .07¼- —
l.c.l., dlvd.....lb. .07¾- —
35% or more, bgs., c.l., dlvd..lb. .07 - —
l.c.l., dlvd.....lb. .07¼- —
French process, com'l, lead free, bgs., c.l., dlvd..lb. .07¼- —
l.c.l., dlvd.....lb. .07½- —
French process, green seal, bgs., c.l., dlvd..lb. .09 - —
l.c.l., dlvd.....lb. .09¼- —
red seal, bgs., c.l., dlvd. lb. .08½- —
l.c.l., dlvd.....lb. .08¾- —
white seal, bgs., c.l., dlvd. lb. .09½- —
l.c.l., dlvd.....lb. .09¾- —
USP, 50-lb. ctns., c.l.....lb. .10½- —
l.c.l.....lb. .10¾- —
Zinc oxide in bbls. ¼c. higher; Pac. cst. ½c. higher, c.l., dlvd., l.c.l. ex whse.
Palmitate, bbls.....lb. .32 - .33
Resinate, fused, pale, bbls...lb. .11 - .12
precipitated, dms., dlvd...lb. .15 - —
Silicofluoride, bbls.....lb. .15 - .19
Stearate, tech., ctns., c.l., frt. equald..lb. .29 - —
ton lots, frt. equald...lb. .30 - —
smaller lots, frt. equald.. lb. .31 - —
USP (same prices as tech.)
Sulphate, cryst., bgs., c.l..... 100 lbs. 3.60 - —
l.c.l.....100 lbs. 4.35 - —
flake, bgs., c.l.....100 lbs. 4.10 - —
l.c.l.....100 lbs. 4.85 - —
powd., bgs., c.l.....100 lbs. 5.80 - —
l.c.l.....100 lbs. 6.55 - —
Zinc sulphate in bbls. 25c. higher.
Sulphide,[1,6] pure, bgs., c.l., dlvd..lb. .08¼- —
l.c.l., dlvd.....lb. .08½- —
bbls., c.l., dlvd.....lb. .08½- —
l.c.l., dlvd.....lb. .08¾- —
barium pigment, bgs., c.l., dlvd..lb. .0560- —
l.c.l., dlvd.....lb. .0585- —
calcium pigment, bgs., c.l., dlvd..lb. .0560- —
l.c.l., dlvd.....lb. .0585- —
fluorescent, pigment, works, frt. alld..lb. .90 - 1.00
magnesium pigment, bgs., c.l., dlvd..lb. .05¾- —
l.c.l., dlvd.....lb. .06 - —
Zinc sulphide on Pac. cst. ¼c. higher for pure, ½c. for others.
Sulphocarbolate, NF, bbls., dms. lb. .26 - .31
Yellow (see Yellow, zinc).
Zinc-ammonia chloride, dms., c.l., works..200 lbs. 5.65 - —
l.c.l., works.....100 lbs. 6.70 - —
Zinc-and-cadmium sulphide, fluorescent, works, frt. alld..lb. 2.00 - 2.35
Zinc-iron oxide pigment, bgs., c.l., dlvd..lb. .06 - —
l.c.l., dlvd. E. of Rockies, lb. .06¼- —
dlvd., Pac. cst.....lb. .06¼- —
ex whse., Pac. cst....lb. .07 - —
Zirconium hydride, cns., works, lb. 7.00 - 9.00
Nitrate, kgs., works.....lb. 3.00 - 4.00
Oxide, crude, 70-75%, grd., bbls., works..ton 75.00 -100.00
white, 98% grd., kgs., works. lb. 1.80 - 2.00

Synthetic Resins

The customary monthly listing of prices for synthetic resins and other branded paint materials will appear next in the Nov. I issue of OPD.

—O-P-D—

McKay Heads ASTM Group

The American Society for Testing Materials has elected Robert J. McKay as chairman of its committee B-8 on electrodeposited metallic coatings. Mr. McKay is chemical engineer affiliated with the nickel sales department of the International Nickel Company.

—O-P-D—

Laboratory Supply Company has moved its office from 353 Summer street to 320 Market street, Paterson 3, N. J.

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Acetophenetidin U. S. P.
Acetyl Salicylic Acid (Aspirin)
Benzoic Acid U. S. P.
Caffeine U. S. P.
Dicalcium Phosphate
Chloral Hydrate U. S. P.
Chloramine-T U. S. P.
Glycerophosphates
Magnesium Phosphates
Methyl Salicylate U. S. P.
Phenol U. S. P.
Phenolphthalein U. S. P.
Phosphoric Acid
Potassium Ammonium Phosphate
Potassium Phosphate
Saccharin U. S. P.
Salicylates
Salol U. S. P.
Sodium Benzoate U. S. P.
Sulfanilamide U. S. P.

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"And Freedom's banner streaming o'er us"

Oil, Paint & Drug Reporter

Founded October 18, 1871, by
William O. Allison
Directed, 1900-1942, by Harry J. Schnell

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Published every Monday by Schnell Publishing Company, Inc.:—William S. Auchincloss, President and Treasurer; Jean Schnell Auchincloss, Vice-President; Hugh Craig, Vice-President; Burr Price, Vice-President; M. B. Powers, Assistant Treasurer; A. L. Koch, Secretary. Address 59 John Street, New York 7, N.Y., U.S.A. Telephone REctor 2-9820. Cable Address Reporter, New York.

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Incorporating the Drug, Paint and Oil Trade, The New York Drug Bulletin, The Weekly Drug News, the New York Druggists' Price Current, The Soap Makers Journal, the Oil and Paint Review, and International Petroleum Reporter.

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Annual subscription rates including postage in the United States and possessions, Cuba, Mexico, Central America, and South America, $5.00; Canada and Newfoundland, $7; other countries, $10.00; single copies, 25 cents each.

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Member of Audit Bureau of Circulations.

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Entered at the Post Office at New York as second-class matter January 15, 1884, under the act of March 3, 1879.

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SCHNELL PUBLISHING COMPANY, INC

Vol. 144 October 11, 1943 Number 15

Preparing for the Peace

There are in this issue of *OPD* accounts of the annual meetings of the two national organizations of the wholesale drug trade. Both stories are full of timely, useful information, and both cover a variety of aspects of forecasting, analyzing, and planning for the things that will have to be met and those which will have to be done when the world war now in progress at least has ebbed beyond serious interference with the normal processes of business.

Among the contributions, via the wholesale druggists' conventions, to an understanding of postwar needs, two stand out conspicuously because of their comprehensive scope and their practical nature. One is by the chairman of the Committee for Economic Development; the other is by the chairman of the Massachusetts Committee on Postwar Readjustment. These messages of enlightenment are respectively indicated by the subheadings, "Postwar Planning" and "Postwar Readjustments," in the account of the N.W.D.A. meeting. Both fit now into what business—drug or chemical or iron or food: wholesale, retail, or manufacturing—should now be learning about what to do then.

It is neither necessary nor desirable to be attempting, futilely of course, to do now what will need to be done on plan and in readjustment after the war. But, there is nothing to be said in favor of postponing the study of plans and the preparation of procedures to be applied to the needs of business in the demands of postwar readjustment.

Study of the two able contributions to the postwar project will clearly teach the necessity of adequately maintained employment. It will teach that this will not be enough; that the employment provided must be useful, allocated to the needs, public and private, of the nation. It will teach that the employment must be productive in every sense of that term. It will teach that the hookup between production and consumption must be shortened and strengthened in order that the technologic benefits to which the nation will have access may be widely and equitably distributed.

There is temptation to quote at length from the enlightening messages given to the wholesale druggists. But, they are better read in their entirety. However, this credo of the Committee for Economic Development must be emphasized here:—

> All doubt as to the need of preparing now to win the peace should be dissipated. . . . We believe that, once the facts are faced, three conclusions are inescapable:—(1) It is the responsibility of every citizen to make his utmost contribution to winning the peace, as well as winning the war. (2) Individual employers must start now to develop bold, intelligent postwar plans covering both products and marketing for their own individual enterprises. (3) All policies of government, business, and labor which stifle initiative and interfere with expanding employment and production must be changed.

—O-P-D—

Somebody Must Rule

It is particularly discouraging to those who wish to help business get out of the clutches of governmental control—and stay out—to find business leaders looking to government for the doing for business of what it can better and more pleasingly do for itself. Even among those in the highest places does this awaiting of governmental initiative prevail. It is impossible to understand why these leaders so readily and so completely forget the pushing around and the trampling and stifling of business which are an inseparable part of the governmental doing of what business leaves undone.

Within the week there has been wailing by business leaders about lack of a "definite government policy for termination of government contracts." Why should the formulation of the contract-termination policy be left to government? Why doesn't business construct a program, doing the fair and able job of which it is capable, and get Congress to adopt it as the government policy?

Another wail arose over the failure of government to create a program for disposal of surplus war goods and property. This, again, is the failure of business. If government creates the surplus-disposal policy, business will have to take what it gets—and the blame will be its own.

Among the recent wails also was one for a governmentally determined—and applied—program for protracting wartime controls of prices and materials into the postwar period. It should be clear to every businessman that it will be necessary to carry some such controls beyond the actual time-lapse of the war. It is clear to everybody else that the opposition to OPA and WPB controls heard far and wide in business points the reason for leaving to government all things having to do with business regulation. The flop of NRA, the loss of a wonderful opportunity for business to create and apply a system of self-regulation, was attributable to the same fault of business which still sets business to running to government for the definition—the supervision is a concomitant perquisite—of whatever is required for the adjustment of business to conditions with which it has permitted government to surround it. Everybody knows what that fault is. As long as its influence continues, there is nothing reasonable in complaining about governmental regulation. Somebody must regulate; business should.

—O-P-D—

Self-Rule Avoids Regulation

Of all the many valuable contributions of information and advice made to the needs of businessmen by speakers at the two recent meetings of wholesale druggists, none was more enlightened, more to the point of present, as well as postwar troubles, than this simple statement by a retail druggist:—

> The way to avoid governmental regulation is to make it unnecessary.

All the troubles that business has had from impacts of governmental interference could have been avoided if no reason had been given, no opportunity provided for the exercising of that corrective, reformatory bent which is common to all mankind and aggravated in all politicians—with respect to those who are not considered necessary for their persistence on the public payroll. From NRA to OPA, under FDA and FTC, and even the antitrust division of the Department of Justice, the power to meddle and to perturb and to penalize has always found an excuse in the existence of something at variance with the altruistic spirit of a republican form of government. Such empowering and such exercising of legislatively bestowed or executively usurped power are not, contrary to popular opinion, undemocratic: the rule of the majority, on which democracy is based, need not be marked by equity.

But, be the fundamentals of this form of government, or of that, what they may, a people, in the long run, has the form and nature of government which it deserves. In finding fault with governmental regulation, that fact should be kept in mind. Of course, the deserts in the matter do not derive from the actions of the majority, in business or elsewhere: quite the contrary. The majority fails to rule because it does not take such steps as are indicated for the correction of practices which somebody will correct. That is where self-rule falls short of adequacy.

—O-P-D—

Bent on Self-Destruction

As an example of detestable disregard of public necessity and shortsightedness in its own affairs by private enterprise—management and labor—the milk delivery strike in this city "takes the cake." If there is to be a gathering of public sentiment behind the proposal to make milk delivery a public utility, nothing could have been more promotive than the strike.

Milk delivery has always been one of the most wasteful processes of distribution. Reduction of deliveries might very well be accompanied by allocation of routes to avoid costly duplication. But, the transition which the labor board ordered was miserably handled. The men to be dropped should have been selected on the basis of adaptability to other essential warwork. There would have been no increase of the cost of delivery by keeping them on the payroll until their transferals were completed.

Neither this nor anything else excuses the "sickness leave" to which the drivers and other workers resorted in their selfish aversion to adding their share to the war effort. Their blame is the larger. Both sides have done much to support the charges of its enemies that private enterprise is not trustworthy in public service.

PRODUCTION

As is the case with many manufacturers of all types the present emergency has resulted in a host of new problems for our various Production Departments. It goes without saying that the needs of our Government come first, and all of our productive efforts are now designed towards satisfying these requirements as rapidly as they arise.

Production of those items necessary for the war effort has been increased to a very great degree in some cases and with all possible speed, while that of others of less essential nature has been drastically curtailed or ceased entirely. As a result, frequent changes in production schedules have been necessary, often on short notice, and equipment designed for one purpose has often been utilized for a wholly different type of product.

It is to the credit of our Production Departments that answers have promptly been found to these many new problems, and the increasing requirements of the War Effort filled without delay.

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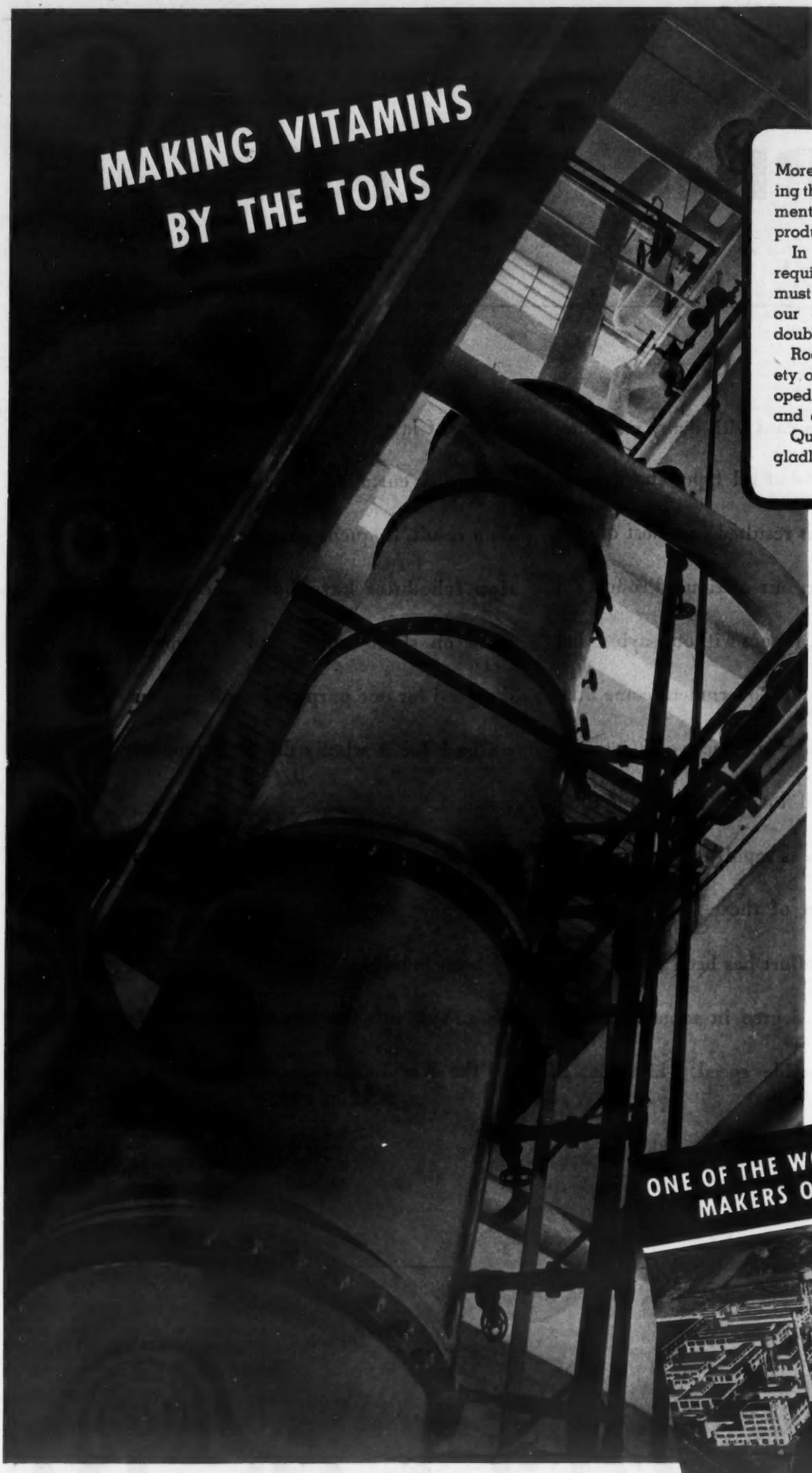

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National Wholesale Druggists' Association

Sixty-ninth Regular Meeting

New York, N.Y., October 5 to 7, 1943

In attendance and in interest in the various items of the program, the sixty-ninth annual convention of the National Wholesale Druggists Association attested clearly to the need for and usefulness of such gatherings for the discussion of wartime problems and postwar preparations. The meeting was held in the Waldorf-Astoria, this city, October 5 to 7. It was a busy affair and seriously characterized.

The association in convention assembled voiced its approving support of the undertaking to provide more adequate pharmacal education. It endorsed the study of operating methods, the application of employee training,

George Van Gorder
Retiring N.W.D.A. President

the extension of marketing research, and the expansion of public relations activities.

Opposition to the Wagner-Murray public health bill (S. 1611) was set down, and the same position was taken with reference to increases in Federal excise taxes, a general sales tax being favored.

Some dissatisfaction was expressed with the War Manpower Commission's attitude toward the essentiality of wholesale drug services, and the allocating of gasoline for the trade's selling activities was criticized as inadequate.

Attendance at the meeting totaled around 1,000.

Declaration of Policies

The position of the association with reference to various problems and other matters facing the wholesale drug trade was, as is customary, set forth to the convention in the report of the board of control. This report was presented by the chairman of the board, W. Rutherford James, of Towns & James, and was unanimously approved by the convention.

The report of the board of control was as follows:—

Your board of control has held three meetings during the year and your executive committee has held four additional meetings. At these meetings questions of policy and action have been decided upon. This report represents a summary of the more important activities of the association.

President's Address

Our president has presented to us a most thoughtful address which should be read and re-read by all of our members, both active and associate. He emphasizes the importance of free enterprise as a cornerstone of our basic economic structure and of American democracy.

President Van Gorder specifically recommends:—(a) That our wholesalers enter into a specific study of our methods of operation which includes the arrangement and facilities of our wholesale houses; (b) that we promptly, as a preparation for the postwar period, enter into intensive personnel and sales training activities; (c) that we engage in continuing scientific research on the handling costs of individual items and lines of items; and (d) that we extend our public relations activities.

Your board of control fully endorses these recommendations and expresses its deep appreciation for the thoughtful and constructive address which our president has presented to us.

Educational Foundation

President Van Gorder refers to the American Foundation for Pharmaceutical Education, recently organized and of which the N.W.D.A. is a part. Your board recommends approval of the following resolution in reference to the foundation:—

Whereas, The colleges of pharmacy of the United States have for a number of years been turning out a smaller number of registered pharmacists than the annual mortality rate; and

Whereas, World War II has greatly intensified the growing shortage of available pharmacists; and

Whereas, Many of our colleges of pharmacy need financial assistance in order to give aid through scholarships to well qualified and worthy students; and

Whereas, Some of our colleges of pharmacy are properly equipped to conduct graduate work provided fellowships are made available; and

Whereas, Pharmaceutical education should have the wholehearted support of all pharmacists, producers and distributors in the field of the drug industry; therefore, be it

Resolved, That the National Wholesale Druggists Association wholeheartedly endorses the American Foundation for Pharmaceutical Education, the objectives of which are to aid our colleges of pharmacy and students therein and urges all of its members, both wholesalers and manufacturers, to liberally contribute to the work of the foundation.

Membership

Your board is pleased to report that our N.W.D.A. membership, both active and associate, has remained almost without change during these turbulent wartimes. This is especially gratifying when many trade associations are finding it necessary to conduct vigorous membership campaigns in order to hold their associations together. Our associate membership committee, under the chairmanship of Ken Bonham, has presented the names of a list of firms who desire to become associate members, and these will largely replace member firms which have liquidated or consolidated.

[The following new associate members were presented by the committee and elected by the convention:—Arco Playing Card Company, New York; Beebe Laboratories, Inc., St. Paul, Minn.; Blackett-Sample-Hummert, New York; Bradfield Company, Atlanta; Carbisulphoil Company, Dallas, Texas; Compton Advertising, Inc., New York; Consolidated Razor Blade Company, Jersey City; Delland Corporation, New York; Miller Drug Sundry Company, Baltimore; Nutrition Research Laboratories, Chicago; Personna Blade Company, New York; San-Nap-Pak Manufacturing Company, New York; Serutan Company, Jersey City; Sperti, Inc., Norwood, Cincinnati; Universal Handkerchief Company, New York; Charles P. Wagner & Bro., New Orleans. For transfer: Henry J. Sage Company, to Henry J. Sage, New York; Vadsco Sales Corporation, to Universal Laboratories, Long Island City. For reinstatement: Frailey Products, Inc., New York.]

While our active membership committee, under the chairmanship of Robert R. Ellis, does not recommend any wholesale houses for election as active members. Your board feels that a careful survey should be made of various wholesale drug houses that are not members with the thought in mind of their possible election in the future.

Credits and Collections

During the year your committee on credits and collections (Robert Morrisson, chairman), with the approval of our Executive Committee and the assistance of Dun & Bradstreet, has made a careful survey on drug store closings and reasons therefore. The results of this work will be published soon and it should have the careful attention of the executives and credit managers of each member. It should be a source of gratification to each one of us that notwithstanding the great mortality among retailers in many lines, he current loss in number of retail drug stores is little more than during peace times. A little less than 2 percent with some new stores opening. Truly, the drug industry is doing its part to maintain the health of the nation during these perilous times.

Your board commends the committee on credits and collections for its work. The special paper on split-month billing is deserving of careful study by every wholesaler. The suggestion contained in this paper is directly related to our problems incident to credit and collections.

Legislative Problems

A number of legislative problems have faced us during the year. These are summarized in the report of our legislative committee (J. C. Holloran, chairman), which is being mailed to all members. We mention specifically enactment of the pharmacy corps bill after many years of effort. We gave full support to other organized groups in the drug industry to secure this needed legislation. We are still confronted with the problem of new federal health legislation such as indicated by the Wagner-Murray bill (S-1611). Your board is unalterably opposed to this bill and urges all members when called upon to do so, to act for its defeat. We especially urge all members to cooperate in the distribution of literature on this bill as prepared by the National Physicians Committee.

Our association joined with others in the successful effort to secure a "Pay-as-you-go" internal revenue tax law. Our problems with fair and equitable taxation are not over, and your board recommends the approval of the principle of a general consumer sales tax as one means to be used by the Federal government in raising the unprecedented amount of funds needed to properly prosecute the war, and oppose any increase in excise taxes.

Many of our members have failed to write their senators and congressmen when requested to do so. Your board points out that we cannot expect satisfactory results unless each does his part.

Insurance

Once again our insurance committee (J. A. Robinson, chairman), brings to us a splendid report on special insurance problems arising on account of the war. This report is being sent in full to each member. It should receive careful attention. Our thanks are extended to the chairman of this committee.

Employer-Employee Relations

This committee (Charles A. Loring, jr., chairman), has engaged in a number of activities during the year. It issued a series of posters designed for display in wholesale drug houses. These posters set forth the essentiality of the wholesale drug business as a necessary wartime activity. They were well received by our members. Many requests have been received for more similar posters. Your board recommends that they be provided at cost for our members.

Lace I. Fitschen
New N.W.D.A. President*

A survey was made by this committee to determine what the trend might be among our employees. Among other interesting features of the survey the results also show that we maintained almost exactly the same number of salesmen as in prewar days. We are, therefore, in a better position to efficiently serve our manufacturing friends than ever before. The committee has also given attention to methods being used for the training of new help. A special paper on "Training New Employees" was presented at this meeting which should be helpful to every member. Your board urges the careful study of the reports of this committee as presented at our Spring and Fall meetings.

Distribution of Proprietaries

The strongest endorsement of the soundness of the principles of stabilization is to be found in the fact that not a single manufacturer has discontinued his program of stabilization put into effect during prewar days and continually new fair trade contracts are being issued. Our committee of distribution of proprietaries (Harold Altshul, chairman), feels that the work which it has done in the past and is now doing has contributed enormously to the holding down of consumer prices in the drug industry. Practically all of our fast-selling drug items are reaching the public at the same price that prevailed prior to Pearl Harbor. Your board commends the work of this committee. We urge manufacturers who are bringing out new

* Lace I. Fitschen, the N.W.D.A. president elected in 1943, is vice-president and general manager of the Alexander Drug Company, which operates houses in Oklahoma City and Tulsa. He is a native of Tipton, Mo., and a graduate of the St. Louis College of Pharmacy. His business career was started in the retail drug store of his brother in Luther, Okla., and he became associated with the Alexander Drug Company in 1912, beginning as an order clerk and working up through every position in the house.

N.W.D.A. 1943-44 Official Family

President, Lace I. Fitschen, of the Alexander Drug Company, Oklahoma City.
First vice-president, H. E. Brown, of McKesson & Robbins, Inc., Portland, Ore.
Second vice-president, A. J. Rocca, of the Gazzolo Drug & Chemical Company, Chicago.
Third vice-president, H. J. Bolton, of McKesson & Robbins, Inc., Detroit.
Fourth vice-president, Robert Morrisson, of Cook, Everett & Pennell, Portland, Me.
Fifth vice-president, E. H. Baltzer, of McKesson & Robbins, Inc., St. Louis.
Executive vice-president and secretary, E. L. Newcomb, 330 West Forty-second street, New York.
Treasurer, Manufacturers Trust Company, New York.
Chairman of the board of control, T. O. Duff, of McKesson & Robbins, Inc., Chattanooga, Tenn.
Other members of the board of control (1944 group), T. O. Duff, of McKesson & Robbins, Inc., Chattanooga, Tenn.; George C. Read, of the Green Drug Company, Spartenburg, S. C.; James W. Roberts, of the Henry B. Gilpin Company, Norfolk, Va.; Austin R. Waite, of the Walding, Kinnan & Marvin Company, Toledo, Ohio; (1945 group), Roy V. Schwab, of the Brunswig Drug Company, Los Angeles; Claude L. Smith, of McKesson & Robbins, Inc., Cleveland, Ohio; Al B. Benson, of McKesson & Robbins, Inc., Boston; Carl F. G. Meyer, 3d, of the Meyer Brothers Drug Company, St. Louis; (1946 group), J. C. Andersen, of McKesson & Robbins, Inc., Seattle; Grant G. Graham, of Smith, Kline & French, Inc., Philadelphia; Alfred F. Munster of the San Antonio Drug Company, San Antonio, Texas.

items to place them under the provisions of fair trade contracts.

This committee presented a report and three papers at our Spring meeting dealing with the problem of allocation of items in short supply. A second paper on this subject was presented at this meeting for which we especially thank Emil A. Heyden. All in all, we have not had serious trouble in obtaining the necessary drugs and medicines. Your board urges a careful study by wholesalers and manufacturers of the several papers on allocation presented at our Spring and Fall meeting. We ask manufacturers whose salesmen sell against wholesalers stocks to cooperate with wholesalers where items must be allocated. The thoughtful discussion on channels of drug distribution presented by this committee at this meeting should be given serious and favorable consideration by every manufacturer.

Trade Promotion

The report of this committee (W. F. Nichols, chairman), under the title, "Wartime Sundries Merchandising," outlines some of the major dangers to be on the lookout for in the buying of sundries, and suggests certain steps that may be taken to minimize possible future problems. Your board commends the committee for bringing this sound and important message to us, and urges each member to study the report. Your board expresses its appreciation to H. C. Van Arsdale for his splendid paper on "Merchandising Sundries in Wartime," submitted as a part of our trade promotion committee work. This paper contains a world of valuable information for all of our members.

Statistical Research

This committee (H. W. Adkins, chairman) presented its major report at our Spring meeting. At that time the committee demonstrated with the aid of charts and through a dialogue form of presentation, methods which may be used by the wholesaler in putting the statistical information in Sales Management Guide, volume II, to work for him. At this meeting the committee gives us the results of some experience with a pooled delivery system. Both of these contributions are constructive and thought provoking and should be studied with care by each of our wholesalers. Wour board commends the committee for its fine work during the year. No survey of wholesale drug operating costs was made for the year 1942. Your board recommends that such a survey be made to cover our operations for the year 1943.

Sales Management

This committee (W. G. Geary, chairman) brought to us at this meeting a well-prepared paper entitled "Wartime Selling Pitfalls." The chairman says "postwar planning in sales management need not and should not await victory to be made effective." They "must be acted on immediately in order to avoid wartime selling pitfalls." Most of us are so busy selling and endeavoring to maintain our personnel that we have not given this subject the attention it deserves. This report will help to bring us down to earth. It emphasizes the importance of our continuing allegiance to our basic suppliers; the need for maintaining a closer control of inventory, even those during peace times; supporting merchandise and sales programs relating to supplies which are basically important and plentiful; and more care of and attention to sales forces in order that they may not become soft during these easy selling days.

The need for preparing to handle the many newer medicaments coming from the research laboratories of our manufacturers is also pointed out. A study of and action on the suggestions contained in this report will help us to avoid at least some of the wartime or postwartime pitfalls. Supplementing this report we have had a valuable paper entitled "A Vitamin Sales School," by Richard W. White. The board thanks Mr. White for this contribution, which should prove of value to all of our members. Your board commends this committee for its valuable report.

Memorials

We have all suffered an irreplaceable loss this last year through the passing of Harry J. Schnell, who served us faithfully for many years as chairman of our committee on memorials. His son-in-law, William S. Auchincloss, very kindly offered to take up the work of this committee for the remainder of the year. Your board views with deep regret and sorrow the passing of those who have been most active in our ranks for many years. We express our deep appreciation to this committee for the fine work that it has done in recording permanently the fine record of those who have gone before.

[The memorials committee's report paid respectful tribute to the following, arranged in the chronological order of their passing:—Wilmer W. Starkey, Richard H. Commons, John W. Luce, Harry J. Schnell, Malvern H. Smith, Howard H. Hagen, Hugh H. Horton, Henry J. Bowerfind, Johnson Rogers, Harry E. Drevenstedt, George H. Patten, George W. Neister, Harry S. Noel, Dr. H. C. Lovis, Walter J. Quinlan, W. W. Walker, Edward G. Clemenson, Malcolm MacHarg, C. M. McClure, Gustave Bayer, Francis J. McDonough, Bernard Greenberg, John E. Rudolph, William E. Connell, Lucien N. Brunswig, Andrew J. Geer, John C. Davis, A. L. Miller, Miers P. Busch, C. A. Newton, M. D. Morton, George B. Evans, F. H. Gazollo, Bryan B. Gilmer, James T. Doster, Clarence J. Huff, Harry B. Gampher.]

Statistical Section

During the year H. J. Ostlund has made available to us the results of a new survey entitled "Chart of Accounts". This should be most helpful to all wholesalers. It will enable all of us to so keep our records that the annual operating surveys as conducted by Mr. Ostlund may be more accurately and helpfully compiled. Your board commends the work of Mr. Ostlund.

Manufacturers' Committee

Your board expresses its appreciation to S. B. Penick, jr., chairman of this committee for his untiring work in providing an excellent program for one session of our Spring meeting and one session of this Fall meeting. The addresses represented outstanding contributions on subjects of vital importance to the entire drug industry.

N.W.D.A. Changes President

L. I. Fritschen, In-Comer, Shakes Hands with George Van Gorder, His Predecessor.

Business Program

Your board finds it difficult to find words adequate to properly thank Arch Crawford for the splendid work which he has done during the year in building the business programs for our Spring and Fall meetings. He has given unsparingly of his time. His wide acquaintance among leaders in the entire field of business has been most helpful. We extend to Chairman Crawford and all of those who have worked with him our most sincere thanks and appreciation.

Special Addresses

Your board recommends a hearty vote of thanks to each of those who have or will deliver special addresses at this meeting; included are the following:—Dr. Paul Austin Wolfe, George E. Sokolsky, Charles Wesley Dunn, Nelson A. Miller, Hon. Charles A. Halleck, S. DeWitt Clough, Wallace DeLaneey, Dr. Morris Fishbein, Cyril H. Lander, F. J. Stock, Hon. Harry J. Anslinger, Harvey Saul, Lawrence A. Appley, Dr. Melvin T. Copeland

Wholesalers' Forum Program

Because of the request on the part of many manufacturers that they be invited to attend what heretofore has been a closed session of wholesalers your board approved throwing this session open to all members. Many of the problems of wholesalers are likewise the problems of our manufacturers. It is up to our members to indicate whether this change has been helpful or not.

Your board recommends a vote of thanks to Al. B. Benson, who conducted the wholesalers' forum, and to all of those who took part in this section of the program.

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IN every business enterprise achievement is the result of vision, courage, and careful planning. The Lilly Marketing Policy owes its success to the fact that it is in profound harmony with natural laws. It accords each and every branch of the health services the opportunity to function in its own sphere and at the same time to profit by the combined efforts of all the other branches.

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BUY WAR BONDS AND STAMPS

N.W.D.A. and War Agencies

The work of our executive vice-president and secretary, Dr. E. L. Newcomb, has been very largely divided between the direction of our various committee activities and the handling of our problems which arise from U. S. war agency orders. The former work has been summarized in the first part of this report.

War agency orders have effected in one way or another almost every department of the wholesale drug business. During the year a large number of war agency bulletins have been issued by our New York office. These have been largely the work of E. Allen Newcomb. These bulletins have set forth clearly and briefly the facts which all wholesalers must have in order to conduct their operations in accordance with law. The advice and assistance of both Dr. Newcomb and E. Allen Newcomb has frequently been sought by these different government agencies. Splendid relationships have been maintained between our headquarters office and the different war agencies. As a result, we have had few serious problems up to this time.

We have not been able to secure satisfactory recognition of the wholesale drug business as essential, nor proper and equitable allocation of gasoline for the conduct of our business. Some sections of OPA have attempted to regulate and control prices, which are as low as or lower than prevailed when the Price Control Act was passed. Our New York office has properly opposed such efforts.

It must be recognized that the decentralization of responsibility by many of the war agencies has created a situation often difficult to handle with a national organization. Many local boards, on the same question, are making decisions completely at variance. This results in wholesalers in one area demanding action by the N.W.D.A. office, while wholesalers in other areas where conditions are satisfactory insist that the N.W.D.A. do nothing. Then again the board recognizes that we as wholesalers are not in agreement on what our procedure should be on some of the problems that face us. Until we reach these decisions work in our New York office is delayed. Under these difficult situations your board feels that our New York office has done an excellent job and we commend both Dr. Newcomb and his son Allen for their efforts.

Entertainment Committee

Your board recommends a vote of thanks to General Chairman J. H. McShane, Chairman J. A. Huisking of the dinner committee, and all other entertainment committeemen for the splendid work done to make this meeting pleasurable under existing trying conditions. To Chairman W. T. Halstead of the registration committee we express our thanks.

We also recommend a vote of thanks to all of our associate members who contributed to make this meeting a success.

Your board takes notice of the large number of ladies who have attended our business and luncheon sessions. We appreciate their presence.

To Mr. Lucius Boomer and Mr. J. P. Hoenig, of the Waldorf-Astoria Hotel, we extend our sincere thanks for the splendid services which they have rendered under most difficult circumstances.

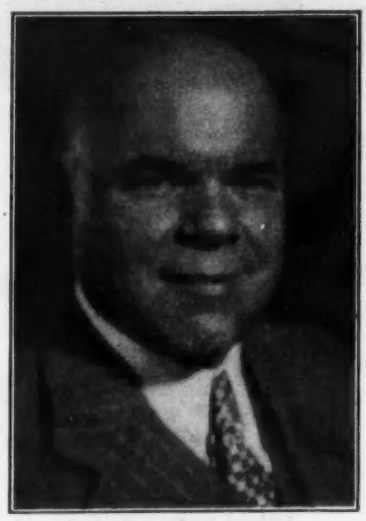
An American Charter—Free Enterprise

In his formal address of office, President George Van Gorder did not confine himself to the problems of the wholesale drug business and the relevant activities of its national association. He took a broader theme, denoting it with the title—"An American Charter: Free Enterprise." He handled this ably as follows:—

Postwar planning surrounds us in the daily news and in our conversations at home and in the office. It ranges from the concern of the individual about his own future to the elaborate plans of the statesman for freeing the whole world from ills to which it has been heir since the memory of man runneth not. In all too many cases this planning is no more than new expressions of age-old aspirations and pious hopes.

What we of the business world generally associate with postwar planning are research on new products and study of new methods of doing business. But even this practical approach has no promise of accomplishment unless it is done in an atmosphere of confidence that certain basic concepts will endure.

The most important of these concepts—the one whose challenge by the axis has convulsed the world—is freedom. This is recognized at the international level by the "Four Freedoms" of the Atlantic Charter. What we must keep in mind and keep before the American public is that we cannot hope to advance that charter for other peoples



E. L. Newcomb
N.W.D.A. Executive Vice-President and Secretary

through any planning that deprives us of our historic American charter: Free Enterprise. And I would emphasize *enterprise*. We do not ask for freedom to lean upon a subsidized shovel but for freedom to exercise abilities which provide the driving power for all permanent progress—initiative, resourcefulness, perserverance, thrift, and willingness to take chances when reasonable rewards can be expected. Freedom, in short, to carry on in the postwar world, adapting ourselves to liberalized peacetime conditions as we now are meeting the emergency situation of a nation at war.

Bureaucratic Sapping

Our contacts with the various war agencies have reassured us that they have done for the most part a commendable job. We recognize the need for their being. We applaud their aims and are eager to support their objectives to the extent that these are centered on the successful prosecution of the war. But when their authority is manipulated into the undermining of any of the basic principles of free enterprise, we must and do object. I need only remind you of the recent attempts emanating from within OPA to control profits and eliminate trademarks. The new policy of that agency has been publicly announced as being directed to the rolling back of prices which have increased within the past twelve months; but you and I know what strange and distorted echoes have followed that announcement.

The drug industry is in an excellent position to resist these attempts to undermine our basic economic structure. I venture to say that in no other industry is so large a part composed of individuals operating successfully on an independent basic. In the face of steadily growing shortages in accustomed merchandise, of mounting labor turnover and of restricted deliveries, we have met our obligation to keep the retail drug stores of the United States adequately stocked with those goods which contribute to the maintenance of health and well-being among our people. And the general price level to consumers has been kept amazingly close to prewar figures.

One of the strongest factors in this position is the continuity of pattern in the drug industry even under the stresses of wartime conditions. Manufacturers, wholesalers, and retailers have all shown a significantly high rate of survival and are maintaining their integrated service to the public. In some other lines of trade, where their products are less essential to public health and well-being, the primary manufacturing has been diverted from civilian production, leaving the wholesale and retail functions presently dormant and therefore vulnerable to changes in postwar distribution. Some authorities go so far as to predict that resumption in this type of business will find that the small independent dealers have been squeezed out.

Challenge of the Future

I do not have to warn you against present complacency, because the difficulties of doing business under wartime conditions are constantly challenging our utmost resourcefulness and best efforts;

SUBSTITUTES FOR SUBSTITUTES

There was a time when life for the research chemist was comparatively simple. He'd create a new formula for grateful clients, or aid in bringing costs down by suggesting a change in basic ingredients. However, that was all — in what seems — the long ago.

Today, he is a much harassed man.

Not only are vital ingredients denied him — unavailable or price prohibitive — but the substitutes that he so painstakingly created to take their place, have themselves been placed on shortage or priority listings. Today, he must concentrate the full measure of his skill in the creation of *Substitutes for Substitutes.*

Many manufacturers, fighting to keep production moving, have turned to us with their problems. We have, in most cases, been able to supply the necessary help. Our research chemists have, for more than a quarter of a century, made the Florasynth name a byword in the industry, for the creation of effective and successful synthetics. So much so, that our reproductions of natural floral absolutes and true essences have long been accepted as *primary essentials* in the manufacture of countless successful perfumes, lotions and other toiletries.

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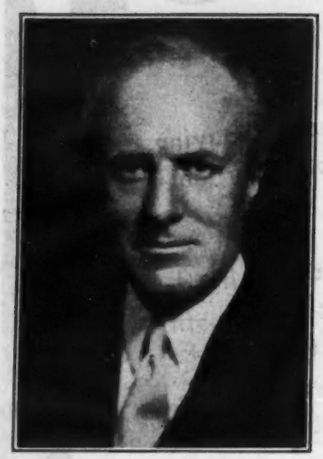
but I would point out that the future offers its own particular challenge to us right now. Unless we are prepared to fight for free enterprise as the platform for our postwar planning, we shall pass from the necessary restrictions of wartime operations into the arbitrary and unnecessary straitjacket of some new and strange ideology.

At the same time we must not forget that practical businessmen can become just as impractical wishful-thinkers as are some of the idealists. Whatever the postwar world may bring us, it won't include any "return to normalcy" this time. The world is presently experiencing tensions and even distortions that will prevent its ever fitting again into the precise shape of things we once knew and were accustomed to. We must prepare ourselves to meet and cooperate



Charles Wesley Dunn

with changes in methods of doing business and in our relations with suppliers, with customers, with employees, and with public agencies. What we can ask and insist upon, however, is that these new conditions truly reflect the needs and wishes of the American people and are not imposed upon us all by miscellaneous appointees who may be temporarily enjoying the power of public office.

Our industry must be willing and prepared to give more than lip-service to free enterprise. I therefore submit that the first and most effective contribution we can make to postwar planning is to get our business on the soundest possible basis today. Current shortages and restrictions have taught us new standards in eliminating unnecessary practices and in streamlining our operations. This approach to business we shall have to carry over into the postwar world, because we know that we shall continue to be confronted with higher fixed costs, especially taxes, and with higher wage and salary levels at a time when the overall costs of distribution will be under public scrutiny.

Efficiency a 'Must'

The best, in fact the only, way of meeting that situation will be through the increase in individual production. The selection and training of personnel will become of the utmost importance, and plant layout and equipment will have to be modernized to eliminate lost motion and permit maximum productive efficiency in every phase of the service wholesale function. The N.W.D.A. may well study this overall problem and through the appropriate committees present to the membership practical suggestions in the various major divisions of our operations.

In making this suggestion I would emphasize the importance of the personnel factor. Much can be done to improve the selection, training, and upgrading of employees in all categories; and the opportunities for better and more efficient service through thorough education of salesmen should not be overlooked. They are our ambassadors directly to the retail druggists of America and indirectly to the consuming public. The better they know the retail business—merchandising, accounting, store arrangement, and store and window display—the better they can function.

A projection of this service into the retail field is the American Foundation for Pharmaceutical Education which has as its objective the encouragement of pharmacy as a career and which has the unqualified approval of your board of control. Dr. Newcomb will have more to say about this project in one of the forthcoming sessions. Over the years, the retail druggist has proved to be one of the most convincing exponents of the value of small business to the American economic system; and his continuing strength is of direct interest to us as wholesalers. It is equally of concern to us as citizens committed to the principle of free enterprise.

Margins for Profit

Getting back to the more immediate problems of our business, I predict that gross profit—always important—will take on new and added significance in the days to come. We can expect heavy pressure to reduce distributing costs in all lines of business including our own; and there probably will be attempts to attain that end by arbitrary reduction of the spread between cost and selling price. In the face of inescapably higher operating costs, impatient and ill-considered attempts to impose such reductions, while doomed to eventual failure, may meanwhile imperil the present system of distribution.

Before profit margins can be narrowed, there must be a careful and intelligent study of handling costs as to both items and lines. It is entirely reasonable that distributors be paid for their services at both the buying and the selling levels with due reference to quantity, bulk and rapidity of movement. It is equally unreasonable that they continue to be paid a flat allowance with no regard for the foregoing factors.

Some time ago the N.W.D.A. initiated a study of handling costs. It should be revived and continued until the findings are put into practical application throughout the industry.

While we are proceeding with a revaluation and reorganization of our operations as service wholesalers to meet the inevitable changes in the conditions of doing business we should give thought, I believe, to the need for developing a public understanding and appreciation of the service wholesale function. Unless and until we organize to present our case, we leave it by default in the hands of those who would tinker with, if not destroy, the distribution system as it has grown with our nation. An informed public opinion is the very cornerstone of democracy, and we cannot well complain about the results if we neglect our responsibility to contribute to the process of education. Accordingly, I recommend that the board of control continue to study the situation and take such action as it deems in the best interest of your association and its member firms.

Association's Functioning

The association's office has continued during the past year to function smoothly and effectively under the leadership of Dr. E. L. Newcomb. Mr. Allen Newcomb has ably assisted his father, and it is he who has been largely responsible for the carefully prepared and instructive digest of war agency orders, which have contributed so largely to a better understanding by our membership of these wartime regulations. I would be remiss if I did not also commend the faithful services of Miss Evelyn Sutton who, as Dr. Newcomb's secretary, has performed her duties so efficiently for the past eight years.

To the chairman of the board of control, whose constant interest and ungrudging contributions of time and effort have been so valuable, to the chairmen of all standing committees, and to the board members and officers whose help throughout the year has been prompt, generous, and understanding, I offer my appreciation and thanks, realizing that whatever measure of success this administration has attained, has been due to their support. I wish also to express my appreciation to Mr. J. H. McShane, chairman of the entertainment committee; to Mr. Arch Crawford, chairman of the business program committee, and to their respective committee members for their untiring efforts which have contributed so materially to the success of this convention.

The Postwar Period

Large and momentous problems await the drug business in the postwar period, said Charles Wesley Dunn, of the New York Bar, and these will have to be met with an attitude of self-confidence and a policy of constructive endeavor deriving from a clear understanding of the significance of what is to be done and how it

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should be undertaken. Mr. Dunn presented his thesis as follows:—

I appreciate the opportunity to address this wartime convention of the National Wholesale Druggists' Association, on the postwar situation of the drug industry, from the standpoint of its general business in medicinal products. I venture to do so because I have been counsel for the oldest national association of pharmaceutical manufacturers for thirty years; and I have also been counsel for the national association of food manufacturers, for a similar period, which faces essentially the same postwar situation. Furthermore, a discussion of this situation presents fundamental problems, which invite thoughtful consideration by every citizen; and it is in that capacity that I now speak.

I especially appreciate the opportunity to address this association, because it is the common meeting place of the drug industry; and I have long desired to record my admiration of the statesmanlike leadership of its executive vice-president, Dr. E. L. Newcomb. He is a profound student of drug economics, and a man whose expert ability is matched by a broad vision and a high sense of public responsibility.

War Obligations Met

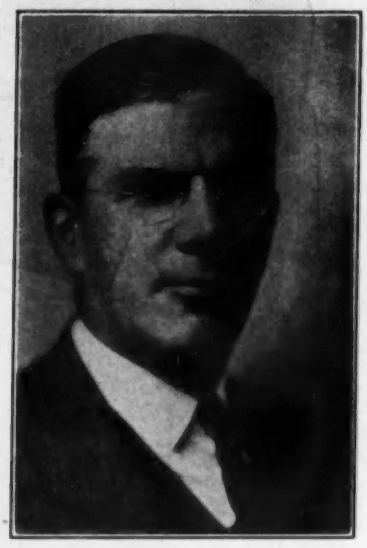
The mind of the drug industry is now patriotically concentrated on discharging its national obligation to provide the medicines which our country needs for military purpose and requires for civilian use, in this war period. In discharging this obligation the industry is confronted with the practical difficulties caused by the mobilization of a huge national army, the war reorganization of our national economy, and the dislocation of normal conditions. These difficulties tax its brain and strain its muscle, and they make its due operation a worrisome managerial problem. The industry does not complain of these difficulties, because they are unavoidable, and of course, they are insignificant in comparison with the sacrifices made by our boys on the firing line. The industry does, however, protest against any unwarranted increase in these difficulties created by a misuse of its administrative power by any executive agency of the national government—and the Office of Price Administration invites special mention in this connection. In contrast I may cite the sound general record of the War Production Board and the Food and Drug Administration, for example. But notwithstanding all these difficulties the decisive fact remains that the industry has well discharged its war obligation; and in doing so it has rendered an essential service to the country, of which it is justly proud.

But while the mind of the industry is now concentrated on playing its part in winning the war, its eyes turn toward the postwar period and scan its business and general horizon. For a successful end of the war is certain, sooner or later, and may come abruptly in Europe; and when it does come our country—we pray—faces the long future of a peacetime life, which we call the postwar period.

Now, it is clear that the drug industry will enter this period without any serious reconversion problem, with its production and distribution structure intact, and at the peak of its modern development in every essential respect of capacity and business. It is true that the end of the war will involve a loss of government orders to the industry and will present to it the problem of any government surplus of war products, for example; but it is also true that these are relatively incidental matters which do not alter the basic situation stated. Likewise it is clear that from a fundamental economic and social standpoint the drug industry can reasonably contemplate a large expansion of its business, in the postwar period, in normal course and subject only to the general restraints on it. For this industry produces and sells essential medicinal products of universal need by our people; and that need demands the infinite creation of new and better medicinal products, through scientific research, which have a vast potential market. The scope of this market is indicated by the great increase in the industry's business through the modern development of the vitamin, sulphonamide, and hormone products, for example; and the public need on penicillin, to mention another.

In short, from the aforesaid fundamental standpoint and in the long view it is manifest that the drug industry has just started on an unending road of business expansion through the research creation of new and better medicinal products. For this expansion is measured by the medicinal needs of our people; these needs are unlimited, broadly speaking; and they remain to be largely satisfied, relatively speaking. Furthermore the brilliant modern success of chemotherapy has made the public deeply conscious; and its products are a subject of common household discussion throughout the land.

With this broad statement I now come to a consideration of the principal general restraints on the business expansion



J. H. McShane
General Entertainment Chairman

of the drug industry, in the postwar period. They are three in number.

Opportunities Unrealized

The first general restraint on the business expansion of the drug industry, in that period, is its own more or less failure to realize the opportunity for this expansion then presented. As to the manufacturer it is basically a failure duly to engage in scientific research for the development of new and better medicinal products; and as to the dealer (wholesale or retail) it is basically a failure duly to promote their distribution.

I should add here that a manufacturer of a medicinal product is engaged in a business which is much more than a commercial enterprise for profit, however important it may be in that conception. For in its fundamental significance this business is also and principally a profession for public health service; and this professional character of his business vests in the manufacturer a responsibility to improve that service, in its basic product sense. For the same reason he has the additional resposibility to sell his products only at a reasonable price, in order that the cost of essential medical care shall not be excessive to our people. This aside from the fact that the modern concept of the best conducted manufacturing business is to secure a greater aggregate profit through a larger sale at a lower price. Furthermore, the manufacturer has a distribution responsibility to his dealers (wholesale and retail). It is that of taking every available action to assure them a stable resale price returning a reasonable profit; and whatever the practical need of such action in the past it will be even greater in the future, because trade competition then promises to be progressively more severe. This distribution responsibility basically arises from the fact that the manufacturer and his dealers are in effect partners engaged in a common business enterprise; and that partnership relation creates an obligation in each to act for the welfare of the other.

The foregong statement may give rise to the question whether a smaller medicinal manufacturer can compete with arger one in the scientific research of the future; and an affirmative answer is indicated. For, while a larger manufacturer can engage in this research on a more extensive scale, there is no practical reason why a smaller manufacturer cannot successfully engage in it, on a less extensive scale. This is so because scientific research is an individual undertaking conducted on a professional basis; and there is now ample proof before us that this is so. In short: the outlook in the postwar period is that there will be ample public facilities available to a smaller manufacturer for scientific research and that he can then secure competent workers to do it; and the fact is that the field of

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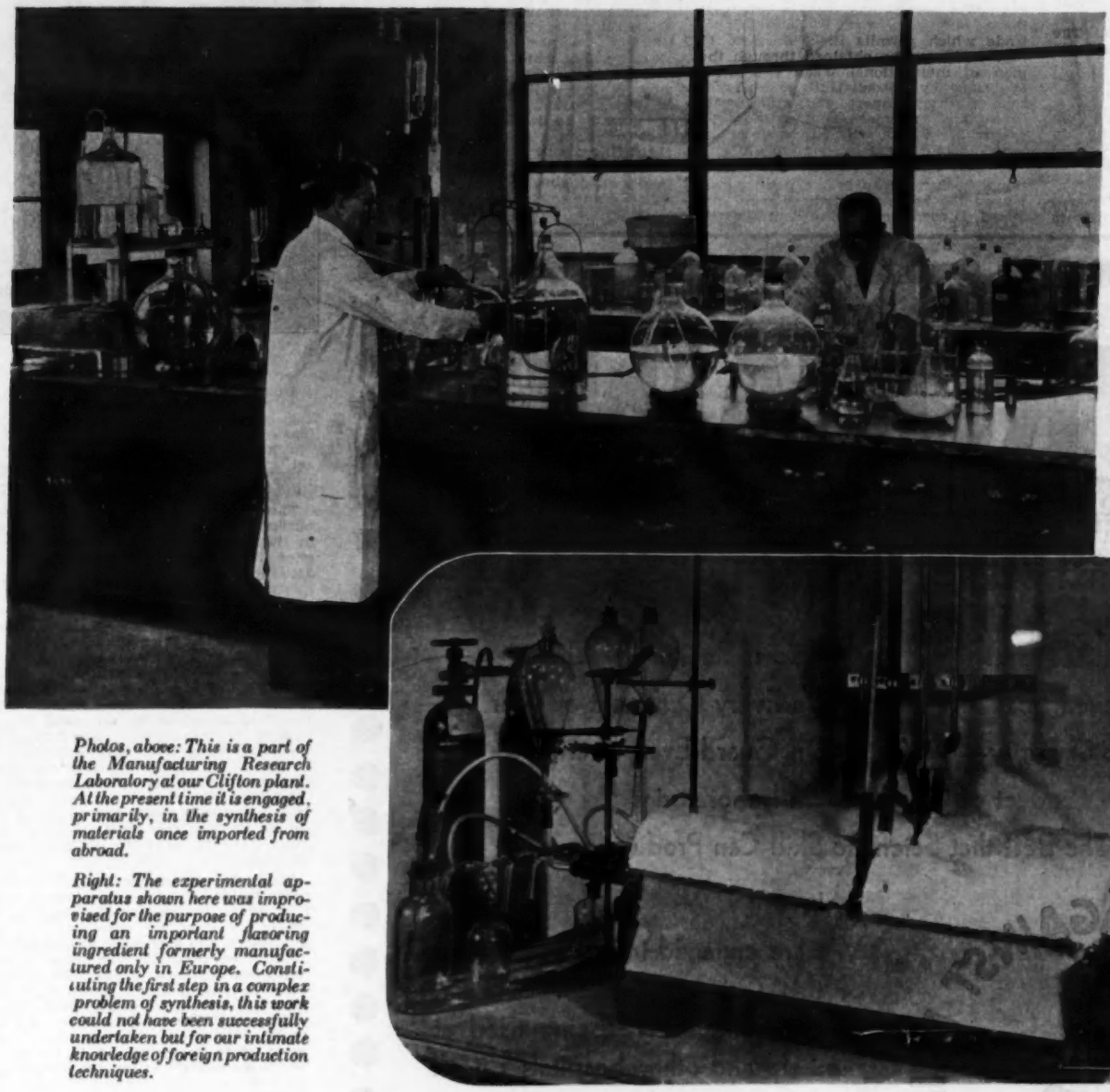

Photos, above: This is a part of the Manufacturing Research Laboratory at our Clifton plant. At the present time it is engaged, primarily, in the synthesis of materials once imported from abroad.

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such research is so vast that there is ample room for any medicinal scientist to explore it with effective result.

Potentiality of Private Employment

The second general restraint on the business expansion of the drug industry, in the postwar period, is any interference imposed by adverse economic conditions. I refer to general economic conditions which are antagonistic to all business; and of which the dominating one is a reduction in the national income caused by a general decrease in employment and wages. In short, we are here dealing with the major postwar economic problem confronting our country; which arises from (a) the vast increase in production facilities, during the war, (b) the task of converting them to peacetime use after the war, and (c) the return of millions of our people from military service and war work to private employment at that time. The problem is whether we can then build a national economy of adequate private employment; and it is one that must give deep concern to us all.

In considering the broad situation thus presented, from the standpoint of the drug industry, numerous ameliorating facts should be noted; and I will now mention five:—

The first fact is that this industry will have a much greater special business with the government in the postwar (as distinguished from the prewar) period, because it will then maintain a much larger military establishment. While that business is done at little or no profit, it has the significance of its volume.

The second fact is that this industry will have the additional special business with the government, in the postwar reconstruction period, represented by its distribution of medicines abroad for humanitarian reason and in building the peace. That business has more than the significance of its volume, because it promotes a subsequent private export business.

The third fact is that this industry has a potential opportunity otherwise largely to extend its foreign business, in the postwar period. That additionaal business has the significance of an industry expansion accordingly; out to secure it there must be a state of international trade which permits it. This state of that trade can be obtained through the plan of international trade agreement advocated by Cordell Hull; and if reasonable drug import and appropriate patent and trademark laws exist in the country of export, which is an objective for accomplishment by our government.

Now it will be noted that the additional business open to the drug industry on the basis of the three facts just stated, is regardless of the domestic situation; and this statement leads to the remaining facts, which relate to that situation.

The fourth fact is that there is sound reason to expect a measurable boom in domestic business, in the more or less immediate postwar period, created by an enormous accumulated demand for consumer goods and supported by an unprecedented accumulated amount of consumer savings. But this boom, if and when it comes, presents the following (among other) questions:—How long will it last? How far will it go in increasing business and absorbing employment? And will it be followed by a period of serious unemployment, business depression, and hard times? These questions give pause for anxious consideration; and they serve to introduce the fifth fact.

It is this: because of its essential character, and as prewar experience establishes the drug industry is inherently depression - proof, broadly speaking. But while this is true it is also true that this industry is bound to suffer more or less business and financial loss in such a period. Therefore this industry cannot be indifferent to the prospect of such a period or complacent about it, from its own standpoint; and it should not take this attitude, from a public sandpoint.

This being so the following fundamental question is presented to the drug industry: What action can it take to prevent the development of this baneful situation and generally to solve the national problem of unemployment, in the postwar period? The manifest answer is that this industry can, first, make a best effort to achieve the greatest expansion of its own business, whereby it is then conducted on the basis of maximum employment and wages; and that it can, second, collaborate in the national effort to solve such problem. This collaboration should transcend industry and business action and involve personal action as well.

Joseph A. Huisking
Chairman of Dinner Committee

Governmental Interference

The third general restraint on the business expansion of the drug industry, in the postwar period, is any interference imposed by adverse government action. This action may be of different kinds; and I will now mention two.

The first is action which puts the government more or less into the business of manufacturing medicinal products. Such action is, of course, inconsistent with our order of free institutions, which contemplates a rule of private business and promotes free enterprise therein; hence it is not to be tolerated if and so long as these products are duly manufactured by private business; and this is the actual and prospective situation. Furthermore and from the standpoint of the public welfare no government organization can ever match the genius of our people in effecively developing the private business of manufacturing these products.

While the conception of such government action, on any general scale, may now seem academic and fantastic, its possibility must be considered in the long view; and this possibility should be approached from the standpoint of certain sobering facts. These are (among others): our national government has already entered the public utility business; our State governments have already entered the biologic drug business; state medicine, if it comes, is bound eventually to involve a manufacture of medicinal products; there is now a strong agitation to place the milk business on a public utility basis; Congress is now instituting an investigation of the food business, generally, which is directed to substitute its control by farmer cooperative organizations; the Socialist party—not to mention the Communist party—has a platform which advocates the government ownership of essential production industries, and there is no telling how strong this party may become in the future; and the war has generated strong talk of a postwar extension of even a democratic government into the field of such industries.

For example: there is considerable talk in this country of broadening our national public utility business; whereas in Great Britain the Home Secretary constantly hammers on the theme of a broad government control of business in the postwar period and the Prime Minister has officially stated that his government will then put into effect a broad program of social legislation, which it is reported will socialize numerous essential production industries. Furthermore, in dealing with this possibility we must not overlook the influence of Russia, which will play a leading (perhaps a decisive) part in the postwar world. In thus referring to Russia and England I do not mean to imply that our country will adopt the communistic government of the former or follow any state socialism of the latter. On the contrary, it is clear that our democratic government will be stronger than ever before in the postwar period; and that our people will then solve their own national problems in their own way. My only point here is that there are strong forces at work throughout the world to bring about an extension of government everywhere into the field of essential production industries; and therefore we must ever be on the alert to deal effectively with

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them, in this country. In making this statement I add that a distinction should be sharply drawn between legislation which establishes state socialism (in its invidious sense) and that which appropriately secures the social welfare of our people. For the prospect is that our government will progressively enact the latter legislation, in the postwar period; and that it will increasingly regulate private business.

State Medicine

The second goverenment action here in mind is that which substitutes state for private medicine. Such action is likewise inconsistent with our order of free institutions, which necessarily recognizes the private practice of medicine, the freedom of a physician in it, and the individual right to select him; and hence it should not be sanctioned for this and other fundamental reasons of public policy.

Now such government action is distinguished from the first one, previously considered, in that the danger of it is real and immediate; and this danger is manifestly created by two basic facts. The first fact is that adequate medical care is a matter of fundamental importance to our people; whereas the second fact is that great numbers of our people in the lower income class are now unable to secure such medical care. The basic cause of this situation is their inability to pay for such medical care; and a supplemental cause is any local lack of the facilities for such care, if they could pay for it. Therefore, the indicated remedy for this situation is a plan to correct it, on the basis of private medicine.

Many plans to do so have been developed; and I will now mention one. It is the plan to provide adequate medical care at a low cost through prepaid and group action. This plan is organized in various ways; the group may be employee or local or general in character; and a striking example of its brilliant operation is described by Paul de Kruif in his latest book, entitled "Kaiser Wakes the Doctors." The merit of this plan is that it is a democratic one weherby our people cooperate to secure adequate medical care for themselves, on the basis of private instead of state medicine, when they cannot individually secure it; and I have long recommended this plan to my manufacturer clients, for the protection of their employees.

My point in the foregoing statement is that the danger of legislation to impose state medicine on the country exists, not because such medicine is sound and desirable, but because the fundamental national need for adequate medical care has not been sufficiently satisfied under our prevailing system of private medicine, for the reasons stated and notwithstanding its effective character otherwise. If this is so, then the indicated way to defeat such legislation is not simply to denounce it, but to remove the basic cause of it by developing adequate medical care for our people through private medicine instead. The responsibility of leadership for developing this care on that basis is in the medical profession; and the drug industry should constructively cooperate in its effort accordingly.

In conclusion: this broad review of the drug industry in the postwar period has served to indicate some of the grave economic and social problems then confronting our country. These problems are appalling in their magnitude; and the difficulty of their solution is staggering. But we have no other recourse than to approach them with a constructive and hopeful point of view; and a firm determination to solve them soundly and justly. We must not approach them with a defeatist attitude; or in despair of their solution. For to do so is to lose faith in ourselves; and above all else we must not lose that in the future.

Postwar Readjustments

A practical analysis of the need that business prepare promptly for V-Day and the consequent postwar readjustments was presented by Dr. Melvin T. Copeland, director of research at the Harvard Graduate School of Business Administration, who is chairman of the Massechusetts Committee on Postwar Readjustment. Dr. Copeland stressed the importance of time in all aspects of the readjustment problem, placing this above the assurance officially advocated against possible overpayment in the termination of war contracts. He spoke as follows:—

Good news from the battlefronts makes us more keenly aware of the problems of V-Day. We all know that there must be no let up in our war production until the Nazis and the Japs have been thoroughly whipped. At the same time we cannot be blind to the fact that when V-Day does arrive, whether it be in 1944 or in 1945, we shall have problems of great magnitude on our hands here at home, as well as abroad. If we are to avoid irreparable economic and social disasters on the postwar home front, these domestic problems must be solved promptly and effectively.

Business will have a large part to play in the postwar renaissance; so let us consider, insofar as we can see ahead, what we are likely to be up against when we shall be up against it, and what we can do about it.

First let us consider the oft-neglected time factor. The end of the war may come in Europe before it does in Asia. In that event, there will be an interim period between initial victory and final victory. Later, when total victory has been won, we may expect to face a very critical period of three or four months while government contracts are being terminated and a start is being made on industrial demobilization and our return to peacetime pursuits.

If the war does end in Europe before it ends in Asia, we may safely assume, I believe, that during the interim period the production of combat ships and transports will continue unabated. The production of airplanes also presumably will be kept at a maximum. Our troops will have to be supplied, of course, with food, clothing, medical supplies, and implements of war. The change in the nature of the campaigns, however, will cause cutbacks in the orders for some types of equipment.

Allocation of Released Materials

If substantial cutbacks are made in the orders for some types of equipment during the interim period, one of the major problems will be to determine how any materials that are thereby released can best be allocated for civilian use if they are not needed for other types of military equipment. There are five criteria, it seems to me, which well might govern those allocations.

First, preference should be given to the production of essential consumers' goods. The longer the war continues, the more difficult it is, of course, to distinguish between purely military and essential civilian goods. A lack of alarm clocks, for example, can contribute to absenteeism of warworkers.

Second, preference should be given to consumers' goods which will catch the most "hot money," and thereby help to combat inflation; 5,000 tons of steel, for example, would catch much more "hot money" if made up into small articles, such as alarm clocks, than if put into a few large pieces of equipment, like bridges.

Third, insofar as is consistent with other considerations, preference should be given to small business concerns.

Fourth, if sufficient quantities of the materials are available, they should be used to relieve critical shortage of essential industrial equipment.

Fifth, where possible, materials should be allocated for experimental work by companies which are actively developing new merchandise programs for the postwar markets. The greatest good will be accomplished by using available materials during the interim period to satisfy essential consumer needs, combat inflationary influences, and aid in preparations for Total V-Day.

In the interim period, furthermore, there will be an opportunity for the government agencies and for business concerns holding war contracts to gain valuable experience in dealing with the problem of contract termination. If that opportunity is wisely utilized, the experience gained can be of great help in meeting the much more critical situation which will arise immediately after Total V-Day. We should remember, of course, that from the point of view of our determination and effort to win the war, there is only one V-Day—the day of final victory.

After that final victory has been achieved the total switch to peace can be begun. But even then the complete switchback probably will not be accomplished in some industries in less than a year; in a few cases it may take even longer; but the first three or four months after Total V-Day seem likely to present the most hazards. If we can get over that hurdle promptly and successfully, we should enter upon a period of great industrial activity; the accumulated civilian demand for merchandise and services of all sorts should keep most of our industrial wheels turning. By the time that that deferred demand is filled, new models and new products growing out of the technological developments of the war should be coming on the market in large enough volume to sustain demand and thus keep up industrial activity for another period of indefinite duration. That is as far into

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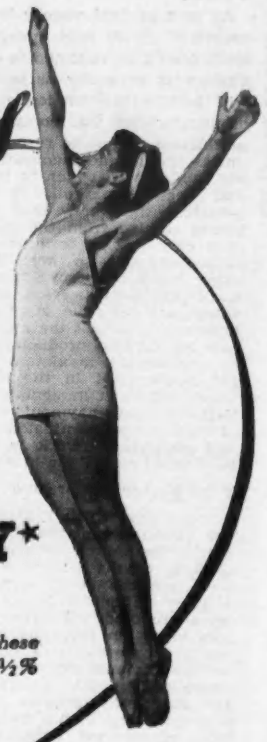

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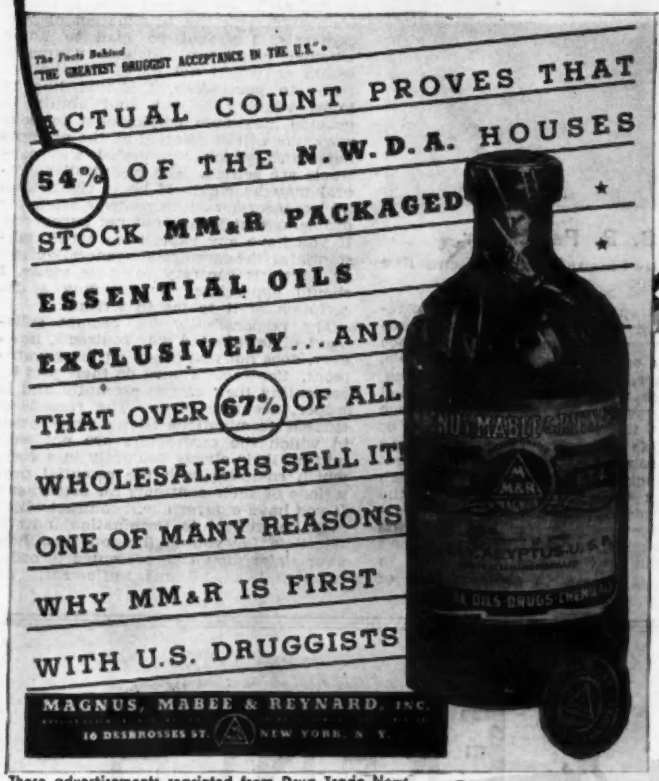
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ONE OF A SERIES OF SUBSTANTIATED FACTS PRESENTED BY THE WHOLESALE DRUG DIVISION OF MAGNUS, MABEE & REYNARD, INC.

the future as one now can wisely hazard a guess.

As soon as final victory is won, many industrial plants now engaged on war-work should be returned to civilian production as promptly as possible. That will involve the wholesale termination of uncompleted war contracts. Civilian production cannot be resumed, however, unless the business concern has working capital with which to buy materials and meet its payroll. It will be imperative, therefore, that many companies receive from the government at once cash due on terminated contracts. Arrangements also must be made in many cases to permit the removal of work in process from the machines within a short time after a contract is terminated, so that the machines can be free for civilian production. If we are to provide the maximum opportunities for employment in the critical period which will exist immediately after Total V-Day, prompt payments must be made of cash due on terminated war contracts and government work in process must be cleaned out of the machines.

Time Factor Imperative

The views which I am expressing on the importance of the time factor seem not to be shared by the Comptroller-General of the United States. A few days ago the comptroller-general sent a letter to Senator Murray commenting on a proposed bill authorizing contractors to obtain promptly substantial advance payments from the government on the amounts due them on contracts cancelled by the government. While the comptroller-general states that he is in sympathy with a study of the problems of contract termination by Congress, he sees no pressing urgency for action at this time. My view is that while Total V-Day may be a long way off, there is always a possibility that it may come sooner than expected, and we should be ready when it does come. We should not be so poorly prepared for peace as we were for war.

In the second place, while the comptroller-general expresses some sympathy with measures to expedite the settlement of terminated war contracts, the procedure which he recommends would involve delays that would threaten to send up into a tail-spin of unemployment. Perhaps the comptroller-general has information on the problems of industrial rehabilitation with which I am not acquainted, but my associates and myself have been studying these matters at first hand for two years now, and from the information at my disposal I am convinced that the first two or three months after V-Day will be so critical that we should take no chances on delaying recovery.

On the government side certain constructive steps have been taken with reference to contract termination. These steps will be largely nullified, however, if the action recommended by the comptroller-general is taken by Congress. The War Department, for instance, has issued comprehensive instructions for the negotiation of settlements of terminated war contracts. The comptroller-general would eliminate all negotiated settlements and, in effect, place the final settlement of all terminated contracts in the hands of the comptroller-general.

Contract-Termination Plans

The instructions and regulations which have been issued by the War Department apply primarily to the settlement of war contracts terminated currently because of the changing fortunes of war and modification of military requirements, and estimates indicate that the volume of contracts already cancelled in this war exceeds the total cancelled at the end of the last war. Until the comptroller-general sent his letter to Senator Murray, it had appeared that experience could be gained in negotiating the settlement of current contract terminations which would be very helpful in dealing with the vastly larger volume of terminations which will follow Total V-Day. If the comptroller-general's statement prevents our gaining that experience, the government and the workmen and all others who are dependent on industry for a livelihood will pay a heavy price when V-Day arrives. Procrastination in determining the policy on negotiated settlements will be very costly. Indeed, there is grave risk that the uncertainty regarding contract settlements, which has arisen as a result of the comptroller-general's statement, may interfere with current war production; the uncertainty may cause delays, for example, in the disposal of surplus stocks of material and of equipment which could be used in other plants for war production.

The proposed Murray bill, to which the comptroller-general objects, would authorize any contractor to demand payment of at least 75 percent of the costs which he has incurred on any war contract terminated by the government after V-Day, the claim to be certified as correct by the contractor under penalty of perjury, and payment to be made by the government within thirty days after the claim is presented. The comptroller-general opposes these provisions on the grounds of administrative load and, especially, the risk of improper claims. He states:—"While it may be that the demands of contractors and subcontractors would be made in good faith and pursuant to an honest belief by the parties that they are entitled to the amounts claimed, yet, large numbers of demands undoubtedly would be filed under the proposed bill, which demands would be without any legal foundation and, hence, as to which there would be no obligation on the government to make payment." In other words, the comptroller-general seems to be of the opinion that "large numbers" of persons who hold war contracts either are not intelligent or will commit perjury. That view is neither valid nor helpful.

S. B. Penick, Jr.
Chairman of Manufacturers Committee

I am strongly convinced that legislation should be enacted which will provide for prompt, mandatory advance payments on terminated war contracts. To be sure, such legislation, if enacted, may place a heavy administrative load on the government services. But we have met the administrative burden of the war fairly well. Then, too, there may be some losses to the government where overpayments are made which cannot be recovered. Nevertheless, the administrative burden and the occasional losses will be far less than the administrative burden and the costs which the government will have to shoulder if delays in the payment of government obligations and settlement of terminated war contracts cause widespread unemployment after V-Day. We cannot risk even a few months' delay in the settlement of terminated war contracts.

Influences of Unemployment

Legislation for prompt payment on cancelled contracts is not sought as a favor to industry but as a means of averting unnecessary and extensive unemployment. The terms that would be authorized in such legislation are no more favorable than those in general use in private business. Uncle Sam ought to settle his obligations as promptly as a private buyer is expected to settle. If there are misunderstandings on the terms of settlement in some cases, those misunderstandings can be attributed chiefly to the pressure for speeding up production to win the war. While the war has been on, contracotrs have not been able to exercise ordinary caution in spreading their risks or to haggle over details of the terms for settlement of terminated contracts largely because of their preoccupation with getting out war products. They have a right under those circumstances to expect prompt, fair treatment, without being stigmatized as perjurers.

In this connection I have a request to make. If any of you have problems connected with the termination of war contracts, I should be glad to know whether mandatory advance payments would or would not be of any importance to you. Also, I should like to know whether or not your ability to provide maximum employment to your workmen will be affected by the promptness with which terminated war contracts are settled. The comptroller-general may be right. If he is right, then he has information on postwar economic problems that I have not yet uncovered. If you have any experience which substantiates the comptroller-general's views or which is contrary to those views, I should appreciate your sending a description of it to me in writing.

The responsibility for prompt setlement of terminated war contracts, however, does not rest solely on the government. Contractors must do their part by presenting their claims promptly and in proper, accurate form. The record on current terminations shows many cases in which the contractors are not submitting their claims promptly in a form which complies with the essential provisions of their contracts for settlement. If you have a government contract which may be subject to termination ,now is the time for you to find out just how your claim should be presented in order to permit expeditious settlement. Do

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For material assistance "in research and development necessary to provide medical care for military personnel" Ciba Pharmaceutical Products, Inc., now flies the Army-Navy "E" Flag.

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not cuss the government for any failure on your own part to meet the essential, fair requirements of claim presentation. If you are a subcontractor it will be just as necessary that you prepare promptly clear, dependable statements of your claims. If you employ subcontractors, you must be ready, where necessary, to educate them in proper claim presentation in order to avoid delays in settlement.

If arrangements can be made whereby the government and contractors and subcontractors can effect prompt settlement of terminated war contracts, that will facilitate the switchback to civilian production, but the constructive work must be done by business concerns themselves.

Readjustments in Employment

The big task that we will face on the home front when Total V-Day arrives is to provide jobs for the men and women returning from service with the armed forces and for those who have been employed in war production. To handle this task manufacturers must be ready with their plans for production; wholesalers must cooperate in expediting the flow of merchandise to retailers; and retailers must be ready to aid in promoting the maximum volume of sales.

Here are a few concrete illustrations of what we have found that Massachusetts industries are doing. One company has been going over its merchandise line to decide what old items are to be dropped and what new items are to be added when labor and materials become available. Changes in the plant layout are being planned to facilitate the most economical production of the line of merchandise decided upon. The sales and distribution plans are similarly being examined with a view to increasing their effectiveness. And a budget is being laid out for financing the whole program.

Another company has planned its merchandise line and is now working on a plan for cleaning up a messy distribution situation.

A large retail store is at work on a program for revamping its merchandise plans and for new promotional developments.

Another opportunity for providing a lot of jobs promptly has been found in the maintenance and repair work in factories and mercantile establishments which have been unable during the war to obtain the materials and workmen. Here the best procedure that we have found is for a company to have a specific list prepared of all the maintenance and repair jobs to be done, with specifications for the materials and labor needed. Each of you who has any deferred repair and maintenance work can aid in business recovery by being ready to go ahead on that work just as soon as workmen and materials become available.

Wholesalers have a real part to play in industrial rehabilitation and in facilitating reemployment when the war is over. In the drug trade, wholesalers are a vital factor. It is up to them to lend their efforts toward keeping up a maximum flow of merchandise from factories to retailers and consumers. We shall need to keep up the flow of established lines and to aid in the promotion of new lines of goods.

There are lots of tough problems ahead. Let us not be blind to that fact. Nevertheless, the problems ahead are no tougher than the ones that we have licked in fighting the war. Private industry has contributed magnificently to the war effort. If we are to win the war on the home front, private industry must do an even greater job in providing employment promptly after V-Day. It is none too early to be getting ready for that task. I could cite hundreds of reasons why business is likely to "go to hell in a hack" after the war, and undoubtedly you could add numerous others. Those reasons are obstacles to be sure, but they are not valid reasons, because we just cannot afford to let that happen. We have got to use our courage and our resourcefulness to lick those obstacles just as we have licked Mussolini and are going to lick Hitler and the Japs.

The Manpower Situation

The manpower problem of the nation has reached a phase which demands that the labor force of the country be much better stabilized, said Lawrence A. Appley, vice-president of the Vick Chemical Company, who is deputy chairman and executive director of the War Manpower Commission. The problem now is to allocate and to stabilize an insufficient supply of manpower at the places where it is most needed for success in the war effort. The manpower problem as a whole has been 90 percent solved, but the remaining 10 percent is the hardest, and turnover takes 7 percent or 8 percent monthly from what has been accomplished.

Mr. Appley set forth these premises:—

1. Labor movement is inherent in any labor market when jobs are more plentiful than people.

2. Most Americans want to participate and do their part in the war effort.

3. The average American would like some indication of where he or she is most needed in the war effort and is quite likely to follow such information when that citizen can have faith in it.

4. The average American needs and welcomes advice and reasonable direction in doing what he or she should do.

In the endeavors of WMC, he said that the mobilizing and stabilizing of labor forces required practicable answers to the following questions:—

1. What is the relative urgency of the products and services of each establishment

2. What is the relative need for manpower by establishments?

3. Should labor be referred to establishments which have a high production urgency rating and which likewise are on the manpower priority list because of need?

The facts in each case must determine the answers, and it must also be determined whether contributory conditions can be corrected or the necessary work must be transferred. Among contributory conditions he cited improper utilization, hoarding, inadequate or unsound personnel practices, improper management substandard wages, poor working conditions, inadequate housing and transportation, and poor supervision. To the solution of stabilization problems USES applies a controlled referral system, which, leaving with the employer the right to hire or fire and with the employee the right to refuse employment or to quit a job, is directed to the placing of the right persons in the right jobs at the right time and in the right numbers. Sometimes the work must be taken to the workers; sometimes the workers are taken to the job.

The Answer

Mr. Appley said that management, labor, and community interests are beginning to appreciate the nature of the manpower problem. Management is becoming self-analytical and its cooperation is very helpful. The final solution, he said, lies in this direction:—

It is still my firm belief that, if management, labor, community, and government agencies can get together on a common objective and can agree to a satisfactory local manpower program, they can handle the crisis that now exists in this country. If we will accept the fact that certain restrictions and controls are required and if we will contribute to the development and effective application of such restrictions and controls we could correct these conditions in short order. If, however, our choice is to fight and pressure and preserve our rights in an effort to continue on our own independent ways, then the job cannot be handled with the community itself.

If the program outlined here is not permitted to function, then the next action required is legislation by the Congress of the United States. Such legislation will not be easy to draft or to administer. This country has never had experience with a national service act.

There are times when I feel that a national service act is inevitable. There are other times when developments are most encouraging and it appears that such legislation will not be necessary. This latter mood is usually inspired when I have the privilege of facing a group of this kind. There is ability and power enough in this group and in similar groups throughout the country to solve this problem and solve it well if we but have the will to do it. One conviction I do have at the moment and that is, whether it be by the voluntary system or whether it be through legislation, this country will solve the manpower problems as it solved conversion of plants to war production. Even though we sometimes do it the hard way, management and labor come through in the crisis.

What Is Essential

There is no inessential American, man or woman, in this country, in the opinion of George E. Sokolsky, newspaper columnist, who was speaker at one of the luncheons. The problem of manpower, as he saw it, is not to divide men into essential and nonessential, but to divide the country into those who fight at the front and those fighting at home, in production or distribution services or in the elevating of the general morale.

The supplying of civilian needs is a matter of important logistics, Mr. So-

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In a message to the National Wholesale Druggists Association, I pointed out last year, that we had the foresight and ability to successfully organize a manufacturing concern to fill a need created by the Global War which began in 1939.

That we were right in our foresight is proven by the fact that this second World War is now in its fifth year. Our many satisfied customers indicate that we had the ability to serve them well with high grade chemicals.

At this time we feel, with many others, that while it is necessary to exert every effort for War Production, it is also important to set aside a little time and thought to Post-War Planning. In this Post-War Planning I invite your confidence on your problems for manufacturing new chemical entities. Your inquiries will be handled confidentially and well.

NICHOLAS M. MOLNAR
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14 Years Less Than a Century Ago

IT IS 1857. The grandfathers of today's wholesale druggists are distributing a new brand of castor oil—Baker's—with new and improved qualities. Faith in the product is established quickly among distributors because of its favorable public acceptance, and Baker's Castor Oil becomes one of America's household names.

* * *

Now, throughout the nation, retail druggists are selling castor oil distributed through the highly efficient, modern, wholesale drug industry. "Baker's" still is the overwhelming choice.

There is good reason for this unbroken leadership. In the beginning Baker purposely planned to produce oils of such fine quality as to win the approbation of wholesaler, retailer and consumer. The faith then established remains after eighty-six years; for during that long period, ever-growing knowledge in chemistry and manufacturing technique has been applied in the production of these oils, with the purpose that they always should justify that faith.

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kolsky declared; it is all that matters in a war because wars are won or lost by the spirit of the people essential to the support of those who bear the direct brunt of battles. War does not elevate the spirit of a people; but brings them uncertainties, doubts, and fears with respect to the outlook for victory and to its ultimate value if achieved. Mr. Sokolsky believes in governmental inspiration, patriotic manifestations, if you will, directed to the routing of spiritual depression.

He deplored the general trend to lose sight of the fact that the United States will win—or lose—this war, because it must finance the side of the United Nations. He warned against any belief in others beyond oneself. He declared that the future of the United States must not be viewed as dependent on any other country.

It is the distributor's role, said Mr. Sokolsky, to maintain civilian morale on the home front, to avoid dissatisfaction and fear among those he serves. He must strive to preserve the private system of distribution, a fight which is as valiant as is that of the war's battles. Nations can be changed by gradual acceptance of false doctrines, by constant urging of a conception that their peoples do not measure up to somebody's standard of good. They are destroyed when the processes of life which made them great are altered to degenerate them. The essential men and women were those who through three centuries strove for the welfare of themselves and their families. Destruction of what they built is to be guarded against. In the defeating of nazism and fascism abroad, it is essential to beware of the creation of the same type of control at home.

Reducing Absenteeism

In its increasing efforts to reduce absenteeism, American management, said Harvey Saul, director of industrial relations for the National Association of Manufacturers, has scored its most effective results by the use of straightforward good-management methods, without much flag-waving or showmanship. Mr. Saul, former Director of Labor for Rhode Island, spoke on "Causes and Remedies of Wartime Absenteeism." He spoke, saliently, as follows:—

Compared with our enemies, we have no numerical superiority in manpower. In order to meet our wartime production and service needs we must distribute our manpower intelligently, train it properly and utilize it efficiently.

If we take a conservative absentee rate of 5 percent, which seems to be an acceptable figure, it gives us a total of 2,500,000 workers that are absent from work each day. That is a whale of a lot of people in any man's language. These absent employees are away from the work of building ships, airplanes, guns, tanks, mining coal, processing foods, and the various services on which we all depend.

If we have a sincere concern in absence from jobs when there is work to be done, we certainly cannot condone wholesale absenteeism through wartime strikes. What a strange paradox to find us striving to reduce and prevent individual absenteeism while at the same time government authorities and labor leaders minimize and belittle the importance of mass absenteeism through strikes!

There is another kind of absenteeism —where the worker may be present in the flesh, but absent in spirit. From the reports that come to me, there is much room for improvement in the productivity of many employees. We hear some rather disturbing accounts of so-called "featherbedding" and slowdown practices that are hampering war production.

Causes of Absence

Justifiable causes of absence include illness of self or member of immediate family, death in family, breakdown of transportation, summons to appear before draft board, court summons, and searching for a place to live.

The main causes of absenteeism seen throughout the nation are these:—

1. Widespread employment of women, with attendant problems.
2. Rationing of tires and gasoline.
3. Long-distance traveling to work.
4. High earnings among men, as well as women, who crave opportunities to enjoy those incomes in ways previously denied them.
5. Lengthened hours and fatigue have been factors to a modest degree but have not been predominant by any means.
6. Housing and rooming difficulties.

Management is already giving a great deal of attention to the prevention of absenteeism through illness and accidents. There remains much more that can be done in these fields.

Remedies for Absenteeism

As remedies for absenteeism, the following are among those already applied and working in American industry:—

1. Intelligent hiring technic. Since there is a higher proportion of absence among women employees, hiring officials should outline for women provisions the women can and should make

Fred J. Stock

to fulfill home responsibilities, care of children, shopping problems, etc.

2. Setting up of rationing facilities within the establishment.

3. Arranging special banking facilities for cashing checks.

4. Setting up of local cashiers to receive payments for gas and electric light bills—to say nothing of beauty parlors, barber shops, and branch stories for handy distribution of common necessities.

It is not uncommon these days to find groups of employees aided by their employers requesting neighborhood stores and shops to change their hours for the greater convenience of these patrons.

There is not a great deal of intentional indifference and complacency of workers toward their jobs. Many times they are doing new tasks, the importance of which they do not understand. This is being remedied by many employers who provide various means to acquaint workers with the importance of their jobs.

WPB Control of Drugs

An outline of WPB limitation orders affecting drug materials was given by Fred J. Stock, chief of the Drugs and Cosmetics Section of the WPB Chemical Division. Mr. Stock also gave items of information on supply conditions of a number of important drugs. His remarks follow:—

It is with great pleasure that I accepted your invitation to attend another of your conventions.

I like to attend your conventions because through them I gain a keener appreciation of your problems. This opportunity is welcomed for it enables me to show you why certain of today's wartime controls are necessary.

It has been recognized that production, distribution, and stocks of drugs and related items must be controlled. We realize that wholesale druggists carry a very large number of different products. Therefore we have chosen, wherever possible, to control at the source of supply rather than at the level of distribution.

By control at the source of production, there is exerted an effective control which at the same time does not excessively burden the distributors. Most drug products contain critical ingredients. Such materials have been allocated to the specific production of drugs. By this allocation of raw materials or ingredients, we are able to control the quantity and kind of production, and to channel the commodities to the armed services or to civilians, without complicated control over the finished products.

As an example, the basic synthetic vitamins are allocated; but the finished vitamin products are not allocated. Bismuth salts, caffeine, theobromine, alcohol, glycerin, and many other ingredients required for manufacture of drugs are allocated on a raw material basis rather than the finished product basis. It is only when the raw material is sold as such through distribution channels that allocation orders require reports from wholesalers. However, WPB is aware of the burden of reports and of requests for allocation. It has attempted to hold these requests to a minmium, by inserting exemptions for small orders, or of products in standard dosage forms.

We doubt if many of your group appreciate the great number of drug items

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Oldest Drug House in America

Jacob Schieffelin, in 1794 purchased and continued
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Like expelling water from a sponge..

Old and well established is the treatment of dropsy with Salyrgan-Theophylline by injection. Known to physicians throughout the nation is the illustration of the hand expelling water from a sponge to symbolize the profuse diuresis caused by this potent preparation.

New, but well proved in five years of clinical investigation, is the convenient form of this diuretic, now ready for general introduction.

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Salyrgan-Theophylline tablets, each containing 80 mg. Salyrgan and 40 mg. theophylline, are available through wholesale druggists at the following prices:

Bottles of 25.....per bottle $1.25
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Many leading clinicians are already familiar with the new form of our efficient diuretic. All physicians will be informed about it by our field representatives, through advertisements in medical journals and by direct mail advertising. Salyrgan-Theophylline tablets will be widely prescribed.

Be wise: Prepare for your share of prescriptions. Order now from your wholesaler.

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A veteran

This NYQ advertisement appeared in 1918

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The NYQ Trade Mark

on any container guarantees that the contents are

Pure
Unsurpassed in Quality
Absolutely Reliable
Fair in Price

You can ask no more — you can get no more. Everything you would expect of a *perfect* product you can demand of N. Y. Q. goods, and you are never disappointed!

The New York Quinine and Chemical Works, Inc.
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No. 7

Back the at
Bu

...f two wars

This NYQ advertisement appeared in 1942

★★ ★★

—Courtesy Russian War Relief, Inc.

—At the BATTLE FRONT—

Medical supplies bearing the N. Y. Q. label are shown above being loaded on an ambulance truck at the battle front. And on the home front, the N. Y. Q. label has been a symbol of quality in the medical, drug and chemical fields for the past sixty-seven years.

NYQ

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Qualities—Technical—C.P.—U.S.P.—A.C.S.

●

BROCKER CHEMICAL COMPANY

Manufacturing Chemists

MORGANVILLE NEW JERSEY

that are controlled by allocation of raw materials. The mechanism is a simple and effective one and it insures that the important product reaches the points of greatest need. The quantity of raw material to be allocated is carefully studied in relation to requirements. This analysis takes into consideration the amount of the finished drug product needed for the army, the navy, for lend-lease, military and civilian uses, and for export and domestic civilian use. Civilian needs receive ample consideration. On the more important and essential drugs, civilian needs are treated comparably with military requirements. Occasionally, of course, civilian uses must be restricted to protect urgent military needs. However, when this is done, it is only when absolutely necessary. Alternate materials are made available for civilians.

Rarely must all consumption of a drug be limited to a specific essential use. When this is necessary, limitation orders are issued, which control the type of end-use or control distribution at retail or consumer levels. Only a few items under jurisdiction of the Drugs and Cosmetics Section are controlled by such limitation orders. Agar is limited to bacteriological uses. Quinine and other cinchona alkaloids, including totaquine, are restricted to antimalarial use. However, quinidine may be used for cardiac conditions. Tannic acid was formerly under a limitation order restricting its use solely to burn treatments, but as the National Research Council recently stated that tannic acid is considered nonessential for the treatment of burns, the limitation order has been removed.

There are other sections in the WPB Chemicals Division which have issued limitation orders. We realize that some of these limitation orders require certificates, for which compliance is a burden. You may be sure that WPB recognizes this hardship, and is endeavoring to eliminate these certificates wherever possible.

Without doubt, each of you is interested in learning of the status of supply of drugs. Before commenting on their availability, I should like to say that WPB appreciates the keen sense of responsibility which manufacturers and wholesalers have assumed in meeting the needs for drugs. We ask that you continue to carry this responsibility. If wholesalers and manufacturers will continue on their own accord to make certain that adequate supplies flow in commercial channels, less control will be needed over distribution. The demands for a specific drug may change very quickly, making it impossible to ration drugs. You cannot ration Illness.

The important drugs, the specific drugs for certain diseases, must always be in ample supply. Among these are the biologicals, narcotics, "sulfa" drugs, arsenicals, anaesthetics, barbiturates, analgesics, and certain specific botanical drugs. It is your responsibility to have these important drugs available at all times. You need not be too concerned if your supplies are low on a certain-size package, or on some particular brand. In addition, you should not be too disturbed if you are unable to obtain some item which obviously is not important to the health of the nation. As we enter the third Winer season during which military supplies have been made available, I am optimistic concerning the treatment that will be given to civilian needs. The general supply picture is better than it was last year.

Allocations Increased

The Office of Price Administration in August increased the sugar allotment to the drug industry from 70 percent to 100 percent. This action, together with the availability of glucose, should materially improve the supply of cough syrups and other medicinal syrups.

The War Food Administration has recently increased the allocation of glycerin for drug uses to 100 percent of base requirements. Again, this will assist in easing the supply of cough syrups, certain elixirs and some liquid formulas. Quantities of glycerin have been released this month for dentifrices and cosmetics. This is the first for some time and will ease the supply of these products. The glycerin position is now such that this action may be expected to continue for several more months.

The alcohol allotment for cosmetics has not been increased and it is doubtful if it will be in the near future. The alcohol order, M-30, has recently been amended to permit appeal, and now allows the user to ask for an allocation. If the supply picture improves, some appeals in unusual hardship cases may be granted for drugs. The supplies of ethyl alcohol for rubbing compounds will continue to be limited. Isopropyl alcohol continues to be available and should meet the demands for alcohol for rubbing compounds and certain external preparations.

Vitamins and 'Sulfa' Drugs

Vitamins and vitamin products account for a large percentage of your sales volume. Production increases in the synthetic vitamins have made possible the meeting of the needs of military and of heavy lend-lease demands. Yet larger quantities than in previous periods have been allowed to go to civilians. Ample supplies were made available during the past few months; in fact, production of but one of them, vitamin C (ascorbic acid) will for this year exceed 15,000,000 ounces. It is my belief that supplies of vitamins should continue to be made available, for in spite of some questionable advertising, vitamins are important to the national health and to the efficiency of our manpower. If, through this Winter, respiratory illness can be controlled by the use of vitamins, vaccines, and better general health care, then I would feel satisfied that any amount of money spent on these products would be thoroughly justified.

We are now approaching the season for increased consumption of the "sulfa" drugs. Sulphanilamide and sulphadiazin are in very liberal supply. Sulphathiazole is in ample supply. The total supply of sulphanamide drugs is much better than it was last year and for 1943 will exceed the total of 10,000,000 pounds. However, I suggest that some reserve stocks of these important items be maintained to meet possible emergencies.

Phenol for Salicylates

Phenol, which is allocated for the production of salicylate compounds, including aspirin, has eased sufficiently so that again the industry is receiving more phenol for salicylates than we were last year at this time. Increased production of the salicylates is now being pushed to meet Winter needs.

Botanicals

The botanical drugs, ergot, and belladonna, are in good supply. Ipecac and its alkaloid, emetine, have become critical and have recently been put under allocation order M-350. Imports of ipecac have not reached expectations. "Small order exemptions" permit, without application, transactions of 25 pounds of ipecac and of 1 ounce of emetine. Standard dosage forms are exempted. I doubt if many wholesalers will be affected by this order.

Imports of South American cinchona bark are increasing in volume. Totaquine, the new official product of mixed alkaloids, will be made from this bark, for generally the barks now imported are low in quinine content. Totaquine is being made available as the general civilian antimalarial. Atabrine (quinacrine) is also being supplied in ample quantities to meet all civilian needs for antimalarial treatment.

Pharmaceutical Chemicals

Caffeine, theobromine, and theophylline are in ample supply for medicinal uses. Bismuth salts will be freely available for prescription use, but supplies for general medicinals will continue on approximately the 80 percent basis.

Citric acid supply continues to be limited, but it will be made available for the medicinal citrates (such as sodium citrate, iron and ammonium citrate, and citrated caffeine). Citric acid for the manufacture of citrate of magnesia solution will be made available on the basis of 1942 consumption. In October, general pharmaceuticals and effervescent salts were given citric acid on the basis of 1942 use. This was a definite improvement over the experience of the past few months, but I doubt if the high October rate will continue.

The fats and oils picture has improved, so that as a result supplies of shaving soap and other soaps should improve.

Containers

Containers and packaging materials are certain to become our greatest problem in the months ahead. We Americans have come to think of all containers as one-trip containers—to be used once and discarded. However, let me stress that "for the duration" all metal containers must be conserved. Use them over and over again. Insist upon the return of containers. Every container returned and reused replaces a new container and the latter will be increasingly difficult to obtain.

Cosmetics at present are limited to 65 percent of the number of glass containers consumed in base period. Drug products are currently receiving their needed supply of containers, but if the total container supply situation does not improve, medicinal products may have to be similarly curtailed on containers. Certainly the present restrictions on cosmetics will not be lifted if the total demand continues. You can help yourselves by saving and reusing containers and also corrugated shippers.

Get Acquainted

I wish to take this opportunity to commend the work of the members of my staff in the Drugs and Cosmetics Section. Their cooperation and loyalty have greatly aided in making the drug program work. May I suggest that you come to know these people better? Take up your problems directly with them. C. A. Willard is my deputy, and has handled successfully the cosmetic industry's problems for over a year and a half. John T. Batson, who is chief of the Pharmaceuticals and Medicinal Chemicals Unit, has handled many of the general drug problems. Joseph Mathews, chief of the Vitamins Unit, deals with all vitamin problems and with the allocation of vitamins. Roy S. Koch, now serving as chief of the Biologicals and Parenteral Solutions Unit, has been with us for a year and a half and was recently made chief of this new unit. Henry W. Heine, who heads the Botanical Drugs Unit, handles botanical drugs and the imports of crude drugs. Mr.

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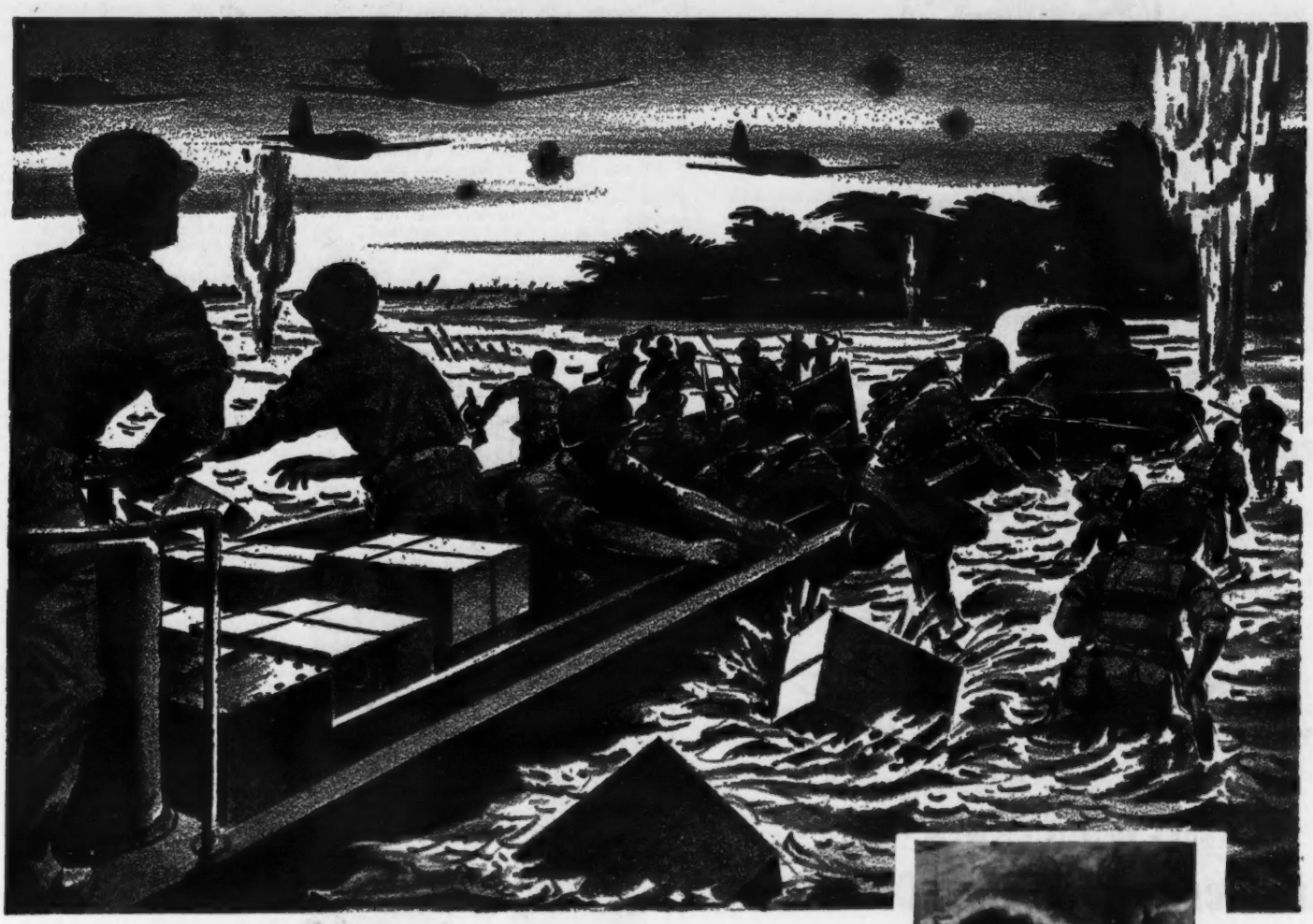

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OPD—10-11-1943 57

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Heine has been with us for over a year and replaces Turner Currens, who recently resigned. John N. McDonnell is chief of our Research and Statistics Unit. He has been responsible for our industry surveys and control of requirements and production capacities.

Members of the National Wholesale Druggists Association and of the drug industry have been most cooperative and understanding in dealings with WPB. You have willingly made sacrifices. If we may continue to have your full cooperation, I am confident that we can continue to aid the drug supply program. Manufacturers and wholesalers and WPB recognize that it is our joint responsibility to insure that all needed drug products are available to keep America's manpower at a high rate of efficiency and to continue our high standards of medical care and health. If you meet these responsibilities, then when the final victory comes, you, too, will have served well.

Hon. Harry J. Anslinger, Commissioner of Narcotics, explained the allocating of supplies of narcotic drugs.

Protection of Brands

Representative Charles A. Halleck, cochairman of the special house committee to investigate restrictions on brand-names and newsprint — the Boren-Halleck committee — forecast "a new era of constitutional government." There can be no toleration of any government philosophy, he said, which, under the guise of controlling

S. De Witt Clough
Introducer of Congressman Halleck

prices to prevent inflation, seeks to entrench antibusiness forces, set up a system of Federally imposed grade labeling and impair or destroy the values of trademarks and brand-names.

Speaking as the author of the house resolution which created the Boren-Halleck committee, Mr. Halleck said that in hearings held by the committee, conditions and situations have been disclosed that are "downright fantastic." He continued:—

Businessmen who, to the best of their ability, have tried to further the war effort on the production front, have found themselves frustrated and harassed by executive-branch directives and orders and regulations and ukases. The hearings also have brought to light the bewilderment of the personnel of an executive-branch agency, itself, who, when they were asked at just what objectives their directives were directed, broke down and confessed that they didn't know.

Specifically referring to the ousting of some members of the staff of the Office of Price Administration who "have sought to depart from the American way," Mr. Halleck declared that "commonsense has accomplished some net gain in wartime Washington."

Wallace DeLaney, president of the Faultless Rubber Company, Ashland, Ohio, said that "Buna S" would be the "No. 1 rubber substitute." Present rubber machinery with certain modifications and amplifications can be used in making health products from the synthetic, he said.

Medical Care Plans

In a resume of the position of organized medicine with respect to planning for better distribution of medical service, with particular attention to the undesirability of the Wagner-Murray bill (S. 1611), Dr. Morris Fishbein, editor of the *Journal of the American Medical Association*, spoke as follows on the fundamentals of the problem:—

Perhaps the most critical period in the history of the United States as far as medicine is concerned is that which now confronts us. A world intently organized on warfare will in the future become at peace. Then will ensue the demobilization and the return to their homes of millions of men whose lives have been regimented in the military use of that term. Obviously there will be attempts to carry over into civilian life much of the direction and control that marked the lives of all of us in wartime. Nevertheless true democracy demands a considerable share of responsibility placed on each individual for himself. Destruction of that responsibility leads inevitably to destruction of the democracy under which individualism thrives.

The practice of medicine in the United States has been through the centuries a demonstration of the processes of freedom in human affairs. From the first, the physician has been able to choose those whom he would serve and the patients have been able to choose those whom they would wish to serve them. There has been no third party—governmental, industrial or financial—interfering with the personal relationship between doctor and patient. With the growth, however, or compulsory sickness insurance systems and State medical programs elsewhere in the world, the tendency has been inevitable to translate foreign systems to American shores.

Medical Evolution

In the meantime, medicine in the United States has been undergoing an evolution in its methods of administration and distribution. The evolution of the administration of medical care in the United States, since 1932, has been proceeding with increasing intensity. In the brief interval of ten years some 12,000,000 to 15,000,000 people have become insured against the cost of hospitalization, and a wide variety of plans have been adopted and are under investigation for extending medical service to people in the low-income groups. Some may argue that ten years' delay was unnecessary, and that even now the time is right to scrap our evolutionary process in favor of complete revolution in the administration of medical care. They would urge the establishment of a single governmental agency to be charged with the collection of funds from all of the people of the United States and the redistribution of those funds in the form of medical service. They are much more concerned with the administration of medical care than with the ministration of the sick.

The plans now widespread throughout the United States may be classified into definite categories. First, are the Blue Cross hospital plans, some of which already include as an integral part prepayment for medical care, including surgery and obstetrics; others of which are coincidental to or cooperative with medical and surgical care plans.

Second, are plans administered by large industries such as those of Mr. Kaiser in California, and those of Endicott-Johnson, Sears-Roebuck, Western Electric, National Cash Register, and General Motors, which may be further subdivided into self-insurers and those who are insured by well-established insurance companies or with mutual plans developed by State and county medical societies.

Third, are the insurance prepayment plans developed by community groups through sick benefit associations, fraternal orders, and similar agencies. Fourth, are the innumerable technics developed by farm groups with and without cooperation of government agencies. In some instances the medical care is administered by a physician who is the free choice of the patient; in other instances by an individual physician or groups of physicians specifically associated with the industry or insurance company, and in still other instances by groups of physicians who contract with the various industries or similar groups.

Effectiveness of Plans Vary

Obviously, the extent to which such plans fulfill the needs of the people they serve varies. The time has certainly not been sufficient to warrant any person in saying this, that, or any other plan is ideal for the nation as a whole or even for the group it now serves. Many of these plans have themselves undergone continuous evolution from the day on which they were first established.

In its consideration of various plans for providing people with medical care, the American Medical Association, through its house of delegates which speaks for the organization in matters of policy, has recommended that the quality of medical service is paramount and that all of the conditions associated with the administration of medical service must be examined with relation to their effect on the quality and sufficiency of such service. An attempt must be made to prevent the selfish encroachment of politics, either within or without the medical profession; the selfish encroachment of industry which believes the price of the service is above the quality and extent of the service; the encroachment of public health workers, social workers, economists, or other administrative specialists who would rather

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see the system running than concern themselves with the effects of the system on the health and the life, and the philosophy, and the happiness, and the future of the people who are handled by the medical machine.

Intelligent planning is the mark of intelligent men. Unbiased, honest consideration and evaluation of the experiments now going on will yield more and more information as to the criteria which should govern the ideal form of medical service for various areas and various communities. Considerations by governmental and other bodies in various countries are gradually leading to conclusions much like those that have here been ventured. There are areas in which only full-time salaried physicians can be available to provide medical care; there are other areas in which a multiplicy of competent practitioners and specialists makes possible free choice of doctor and hospital, and the inclusion in the service of all medical equipment; there are still other areas in which group medical practice under conditions which force the group to function under the ethical principles and ideals that make this form of practice desirable may be the best answer to the problem.

The question has not been abandoned by the physicians of this country. They have not been too conservative in their approach to these problems. They have merely applied the same scientific study that would be applied to any serious problem in the research laboratory or the hospital.

Impact on Drug Trade

The technic of the practice of medicine is inevitably intimately related to the use of medical materials and health supplies. The growth of the pharmaceutical and medical supply industries in the United States has been phenomenal and has been greatly intensified during this war. We have become purveyors to the world of such materials. No longer do we depend on Germans for our surgical instruments or for our drugs; shortly we shall be independent of Java for our quinine. Already the world, and particularly our South American neighbors, look to us for those drugs, biological preparations and materials necessary in the campaign against sickness and in the processes necessary to relieve pain and suffering.

In every state-directed or compulsory system of medical service there comes the attempt to diminish the quality of the service and to decrease its costs with most of the attention placed on factors designed to secure wider distribution rather than continuous research and progress.

The coming years will pose to the government of the United States a number of questions which will have to be answered after the most careful consideration if the great advances that we have made are to be conserved. Among the first of these questions is the disposal of surplus medical materials. Uncontrolled dumping of drugs and medical supplies on American markets—or even on the markets of the world—might well be a death blow to some of the industries that have developed as a result of wartime stimuli. Proper disposal of such materials through the Lend-Lease Administration, Coordinator of Inter-American Affairs, the armed forces and the nations that have been depending on us for such materials, keeping in mind as well the immediate needs of the people of the United States, would prevent such a catastrophe. The extent to which postwar planning includes the building of new hospitals and diagnostic institutes, new institutions for veterans, new clinics and centers for preventive medicine may well govern the extent of the need for drugs and medical materials in this country.

Effects on Research

Research under our present system has thrived in America far more than in any other country of the world. Today each of our great pharmaceutical industries and the majority of our smaller ones have departments devoted to research. Our great universities and our research institutes surpass in medicine what is available anywhere else in the world. By restrictive taxation, by peculiar rulings of courts or by unfortunate legislative procedures such research may be congealed into ineptitude. Research under governmental auspices as now carried on in national institutes of health and in the agencies under army and navy control represent a considerable contribution but limitation of research to such agencies would be devastating to progress. Competition in research is a stimulating factor whose importance cannot be doubted.

The standards of living of the people of the United States are generally recognized as the best in the world. Granting a shortage of the benefits of this standard of living for many of our population, the problem concerned is not how to give less to all but rather how to give more to all. Apparently many of the deficiencies in distribution of medical service result from improvidence of persons in the low income groups and from careless evaluation of what is most necessary for life and the pursuit of happiness. The tendency to place the responsibility upon the worker and to limit that responsibility to local rather than Federal control may well be fundamental in the maintenance of the American system of government. Doctors everywhere recognize that food, fuel, clothing and shelter are even more important in the prevention of disease than immunization and periodical physical examination. An attempt to build security against sickness by providing more care after the patient becomes ill rather than by overcoming the factors that lead to sickness is illogical and unscientific. This, nevertheless, is the actual proposal of many of the plans that have come from the planners.

Conditions in Canada

Functioning of the Canadian Wartime and Prices Board was outlined by C. H. Lander, a vice-president of the association and vice-president and general manager of the National Drug & Chemical Company of Canada. He stressed the processes and results of clinics held by the board with business, detailing accounts of the bringing about of early closing of drug stores and the reduction of wholesalers' deliveries to three in a week (two in Toronto), and the limiting of pickups to pharmaceutical chemicals and prescription articles.

Some data on the size and population of Canada were presented by Mr. Lander, who noted the fact that 90 percent of the people were located in a 4,000-mile strip, 100 miles wide, along the international border. Two-thirds of Canadian drug stores do not have soda fountains. Aggregate sales of the trade, running around $98,000,000, have been increasing over the past two years. Prices being frozen, inventory values are low and enable dealers to stand a drop in sales.

More intensive contacts with members of congress were urged upon members of the association by the chairman of the committee on legislation, J. C. Holloran, of the Strother Drug Company. Insurance adequacy should not be deferred was the message of J. A. Robinson, of McKesson & Robbins, Inc., chairman of the committee on insurance.

Management Problems

The legislative and insurance reports were read by title. With the exception of the memorials report, the findings of all other committees were presented as contributions to a

Al B. Benson

wartime management forum, at which Al B. Benson, of McKesson & Robbins, Boston, presided.

Pooled Deliveries

The system under which the four wholesale druggists in Milwaukee, pooling their delivery services, effected a saving of 30 percent in trucks and 10 percent in mileage, was explained by H. W. Adkins, of Yahr-Lange, Inc. The first step, taken after a meeting with the local ODT office, reduced deliveries to five days a week, with no deliveries of an order on the day of its receipt, and eliminated small orders.

The next step was for three of the wholesalers—one a cooperative—to make joint use of a contract carrier—two had been on that basis—who picked up goods after 5:00 p.m. and starts deliveries rolling by 8:00 a.m. the next day. The fourth wholesaler, using his own trucks, made deliveries at the same time.

This month, deliveries are to be reduced to two a week in each of two

OPD—10-11-1943 61

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districts into which the Milwaukee territory has been divided. No emergency deliveries will be made otherwise than by mail. There have been very few complaints, and retailers are cooperating well.

Allocating Supplies

Allocation plans of manufacturers and wholesalers to get an equitable distribution of short articles were discussed by Emil A. Hayden, of the Madison Drug Company. Some manufacturers, it was said, had gone so far as to cut up the quotas of direct customers in order better to supply wholesalers. Discontinuance of free goods on short articles was urged by Mr. Hayden, and manufacturers were asked to make full use of wholesalers salesmen so as to avoid calls for goods which could not be delivered.

Mr. Hayden also contended that large-size packages, variously known as the "economy," "war," or "victory" size, had been overpromoted. He argued thus:—

The large-size package as a "war" package is properly to be considered as such when it saves materials, labor, and the consumer's money. But the large-size package is not a "victory" package when it contains critical materials in the formula; or when it has a very slow consumption; or when it encourages waste on the part of the consumer; or when it becomes more difficult to get packaging materials for large-size than for regular-size packages.

There certainly is a very definite place for the large size, even for packages where the ingredients are scarce. It is a family-size package, and an economy-size package for the home where it is rapidly consumed; but designation of the lareg-size package as a "victory" package is too general and too all-inclusive.

Druggists and wholesalers who indiscriminately pressure the sale of all their large sizes are only hastening the day when they will be shorted on scarce items, as was the experience in Britain.

Wartime Selling Pitfalls

Postwar plans, said W. G. Geary, of McKesson & Robbins, Inc., Atlanta, should be applied now in a preparatory way so as to be workable when their necessity increased. New goods, replacers, should be selected with great care. Sales loafing and complacency, in the light of easy business, require appropriate direction applied to their elimination. Management must be given ample time to do an adequate job of sales directing. Sales forces should be kept adequate and fully prepared to deal with the new things of tomorrow. Allocation of short items should not be punitively applied.

Warning against handling new items "far below the quality of merchandise we would consider handling in normal times," Mr. Geary said that such merchandise not only is destructively competitive to established brands, but consumes critical materials and manpower which might be applied to the winning of the war.

Stock checking, clean-out lists, the search for unrestricted merchandise in wholesale drug warehouses and the support of available sales programs were urged to counteract the "serious pitfall" of "trying to sell what we can't get, rather than what we have," and Mr. Geary went on:—

We must find time on the part of our salesmen and our house executives to continue to work with the druggists in developing ways and means of building successful merchants lest they too become lost and complacent in the business without effort period through which we are now passing. More effort must now be put on sales management than ever before, lest when the war is over we face a more serious manpower shortage than we are experiencing today.

To train new employees "our plans must be well-laid, our means sufficient, our executives and junior executives competent and anxious to carry through to completion," according to B. F. Thompson, of McKesson & Robbins, Inc., Memphis, who told about a one-day system of training.

Women Employees

A forecast that 70 percent of the nation's workers will be women if the war continues for a year or two more was made by Charles A. Loring, jr., of Gilman Brothers, Inc., Boston. In the wholesale drug field, he said, a survey shows a total increase in employees of 13.6 percent and an increase in women employees of 87 percent. The reduction in the number of men employees was 10.6 percent.

Elaborating, Mr. Loring said:—

In 1943, 40.7 percent of all employees in the wholesale warehouses are women as against 24.7 percent in 1941. Now 53.3 percent are men as against 75.3 percent men in 1941. There are, of course, some houses which now employ 70 percent or more women in their warehouses.

After the war women are going to expect equal wages with men. There are virtually no positions in the wholesale warehouse which cannot be filled by women. However, it does not seem altogether desirable to have more than 70 percent or 80 percent women employees because most wholesalers, long established, do not have to complete plant facilities to take care of them. There is also a great deal of hand work hard to mechanize. In addition some positions must always be open to men for training purposes.

One of the most interesting facts shown by the employee survey is the addition of twelve outside saleswomen to the ranks of the wholesalers. Results have been very satisfactory, especially in the sundry list. There are some phases of our business which lend themselves particularly well to a woman's interest, advice and judgment.

The increase in the use of women employees in drug wholesaling will prove of great benefit, and their continued employment is warranted because order filling and checking are jobs calling for exactness and good memory; stock work calls for neatness and good housekeeping; laboratory work and packing call for neatness and care as well as hand dexterity, and all positions need sustained effort and enthusiasm.

It is necessary to fit the job to the woman, Mr. Loring said; reversing the process is "no go." The work also must be properly tooled, and proper supervision is highly important.

With respect to employee relations in general, Mr. Loring urged the wisdom of impressing employees with the essentialness of their jobs and of instilling in them a flexible attitude and adaptability, so that they will turn to whatever jobs need doing, as well as strive to elevate their status. Select them well, be advised; train them adequately; and treat them properly, especially in the matter of supervision.

Split-Month Billing

A system of split-month billing was explained by C. C. Caruso, of Schieffelin & Co. His house has divided its

C. C. Caruso

customers into three groups alphabetically. The A-F group is billed as customary on the basis of a calendar month; the G-O group is billed for the period from the 11th of one month to the 10th of the next; the P-Z group's billings cover the 21st-to-next-20th period. No advance datings are extended; all goods are billed on the day of shipment. The customary ten-and-thirty-days rule applies.

This system maintains a steady flow of orders and deliveries throughout the month. It relieves bookkeeping pressure customary around the first of each month. It eases the work on credits and collections. It relieves mail jams. It saves overtime. The variety of due dates are beneficial to customers. The customers have cooperated well.

Mr. Caruso urged that time-saving and waste-preventing ideas put to work for wartime reasons be retained in permanent application.

Distributive Outlets

Drug distribution through non-drug outlets is not increasing, said Harold M. Altshul, of Ketchum & Co. Manufacturers have well resisted the pressure to divert their goods. Over the long range, this is good business, Mr. Altshul said. The drug trade has contributed notably to economic and

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Recalling "Dangerous" Products

What is a "dangerous" product?

Not only does this include products compounded in error, or mis-labeled, or subjected to sabotage, but also . . . . . .

Products which have undergone chemical changes after distribution to the public, with resulting illness, injury or death to consumers.

How can "dangerous" products be recalled?

You must use the services of telephone and telegraph; radio and newspaper announcements; direct mail; the employment of additional persons to locate and recover the "dangerous" merchandise.

You must notify all who may have handled your products . . . hundreds of wholesalers . . . thousands of retailers and direct accounts . . . and hundreds of thousands, if not millions of the public!

How much expense would this involve?

This cannot be determined in advance. A conservative estimate would be $100,000., although a serious situation could involve $300,000. or more.

How can this expense be avoided?

Leading producers of Drugs and Chemicals have obtained a special "Reimbursement Insurance" contract, created by A. P. Connor & Company.

It is now available at a low cost. It will reimburse you for these extraordinary expenses which you cannot avoid if you find it necessary to recall your products from the shelves of dealers and the hands of the public.

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social stabilization and has held prices to the consumer at low levels.

Wholesale and retail druggists have provided a desirable, sufficient, and satisfactory service of distribution, Mr. Altshul declared. Straying into byways will prove unprofitable for manufacturers of drug-trade merchandise in the long run. He advised wholesalers and manufacturers alike not to be shortsighted; not to neglect the preservation of the service they have developed.

Merchandising Sundries

In a discussion of the buying and selling of sundry merchandise, W. F. Nichols, of the Western district office of McKesson & Robbins, Inc., said:—

This is no time to jeopardize the present and future loyalty of our customers by selling them merchandise that is overpriced or of doubtful quality. We owe it to the industry as a whole to explore every possibility that may produce business for supplier, wholesaler, and retailer, and there is everything to be gained by such a program. But in the scramble for merchandise today let us bear in mind at all times that considered action in buying and selling cannot help but ease our problems in the future.

H. C. Van Arsdale, sales manager for Smith, Kline & French, Inc., expressed the opinion that this country may "take a leaf out of Britain's book" and find that many sundry items severely restricted during the first year of war will later be recognized as essential to civilian morale.

R. W. White, of Davis Brothers, Denver, told of success achieved by conducting a "Vitamin School" for drug retailers, who attended from Colorado, Wyoming, Nebraska, South Dakota, New Mexico and Kansas last August. The results with their own salesmen had been gratifying, he concluded, "while the final figures are not yet available, we will exceed the established quotas by upward of 50 percent."

Postwar Planning

The story of the genesis, the purpose, and the functioning of the Committee for Economic Development was told by its chairman, Paul G. Hoffman, president of the Studebaker Corporation, as follows:—

The invitation of the National Wholesale Druggists' Association to speak at this convention was accepted by me with pleasure. Indeed, it is a privilege to have the opportunity of telling you something about the program of the Committee for Economic Development. May I suggest, as we meet here today to discuss plans for the postwar period, that we in the first instance pay tribute to the American boys who at this very moment are fighting all over the world on land, on sea, and in the air—and their heaviest fighting lies ahead. Before total victory is ours, our fighting men may not only be flying over the Ruhr but marching through it. They may be forcing their way back through the pass of Thermopylae and fighting their way down the road to Mandalay. The first responsibility of every man, woman, and child in America is to give them all the help we can. The war effort should and must have complete priority.

But time must also be found now to consider problems for which answers must be ready when hostilities cease. We have paid a terrific price in blood and tears because we were unprepared for war. We may pay an equally devastating price if we are similarly unprepared for peace. Our sons are winning the war for us. It is our task to take the initial steps now to assure that the peace will be won. That cannot be accomplished by wishful waiting. It is going to take hard work and lots of it to safeguard our freedom.

The problems which peace will bring are numerous and complex. Quite obviously, peace will not come at one time on all fronts, but, from an economic standpoint, the termination of the European phase of the war will have tremendous impact. That doesn't mean for one moment the fight should not be carried on until we reach the point of unconditional surrender on the part of Japan. It does mean that an European armistice will precipitate the need for action on the home front—action designed to prevent either too much unemployment for too long, or too much government employment on nonproductive work. All hope for a better world would be shattered if partial peace brought partial paralysis to our American economy. America must remain strong until final victory is won.

Postwar Employment Demands

With final victory will come the urgent need for the attainment of new high levels of employment and productivity that would have seemed fantastic three years ago. The problem is not merely one of reconversion of facilities from wartime to peacetime manufacturing. That could be accomplished quite readily and with little loss of time. The magnitude of the task arises out of the fact that we must achieve a major expansion above anything hitherto known in peacetime. And it is a peacetime year that must be our base, because this war economy in which we are now engaged has no more relationship to the normal than has an economy from the planet Mars, if they have one there.

Our last peacetime year was 1940. Taking employment first, we find that approximately 46,000,000 people were gainfully employed. Less than 600,000 of them were serving in the armed forces. Relatively few were engaged in armament production. From an employment standpoint, the situation was not satisfactory because it is estimated that there were from 6,000,000 to 9,000,000 competent workers unemployed. As of July 1 of this year (1943), there were more than 61,000,000 people in our working-fighting force. Of this number, approximately 9,000,000 were in the armed services.

To my way of thinking, it is important that we define as closely as possible our postwar employment goal. The 46,000,000 of 1940 was obviously low. The 61,000,000 of the present date is probably over-employment. It is not enough, in my opinion, to merely state that we must have full employment. As a matter of fact, I consider that a dangerous phrase, even though I recognize that among economists it does not mean a job for every one at all times. However, if enough politicians, economists, businessmen, and labor leaders keep talking about full employment, it will have just one meaning to the man who is even temporarily out of a job when this war is over, namely, that he has been promised something he hasn't got. What we really should strive for is a new high level of employment—one high enough to approximate what an economist would call full employment. Strangely enough, even the best of the economists don't agree as to what this figure should be. But it is safe to say that we would have an eminently satisfactory situation if we had gainfully employed somewhere between 55,000,000 and 58,000,000 people in the immediate postwar period. That means there should be available from 9,000,000 to 12,000,000 more jobs than there were in 1940.

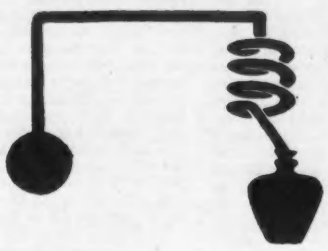
Of these 9,000,000 to 12,000,000 new jobs which will be needed, the probabilities are that some 2,000,000 of them will be found in our new postwar army. The overwhelming percentage of the remainder must be provided through commerce, industry, agriculture, the trades, the professions, and in domestic service—unless we are to have too much employment by government. I would like to explode one idea that's prevalent, namely, that if productive work isn't available on the private front, a gigantic public works program is the answer. As a matter of fact, if you will take a look at the PWA and WPA figures of 1940, you will find that they total just about as many men as can possibly be employed at useful work by the government within one year after peace comes. We will need a public works program after the war. We have had a holiday on highway building and maintenance so that much of our highway system will have to be reconstructed to meet modern traffic conditions. It is anticipated that there will be a great postwar expansion in airport construction. However, if a green light were given to all the projects blueprinted by the National Resources Planning Board, it is estimated that less than 600,000 people would be provided with jobs within one year. Similarly, if all projects of the State and local level for which blueprints are made were given the go-ahead, the best that could be hoped for is that within one year 2,500,000 more might find jobs in such work.

Technology a Factor

That is the goal as far as jobs are concerned—but a goal of jobs alone is not enough. High-level employment could be attained very easily if we disregarded completely the reasons for its attainment—a high standard of living and the maintenance of our free society. Suggestions are already being made that the answer to the postwar employment is the thirty-hour week with forty hours' pay. It is to be assumed that if the thirty-hour week doesn't meet the problem, we might drop back to twenty—or fifteen. Overlooked would be the point that it is only by producing more that we can have more to divide. With the present status of technological development we must, in my opinion, maintain the forty-hour week if we are going to attain a higher standard of living.

Jobs also might be created by turning our backs on technological advancements, but at what a cost. During the depression, legislation was offered prohibiting the use of steam shovels on road work. It was argued that by so doing one hundred fifty jobs would be created for every steam shovel put out of business. If that is any answer to unemployment, why not teaspoons? If that wouldn't solve it, toothpicks certainly would! A highway project 1,000 miles in length, restricting workmen to the use of toothpicks in subgrading, would provide employment for all ablebodied people in the United States for the next decade. So what?

Actually, if we want to build up high level employment for the long pull, we



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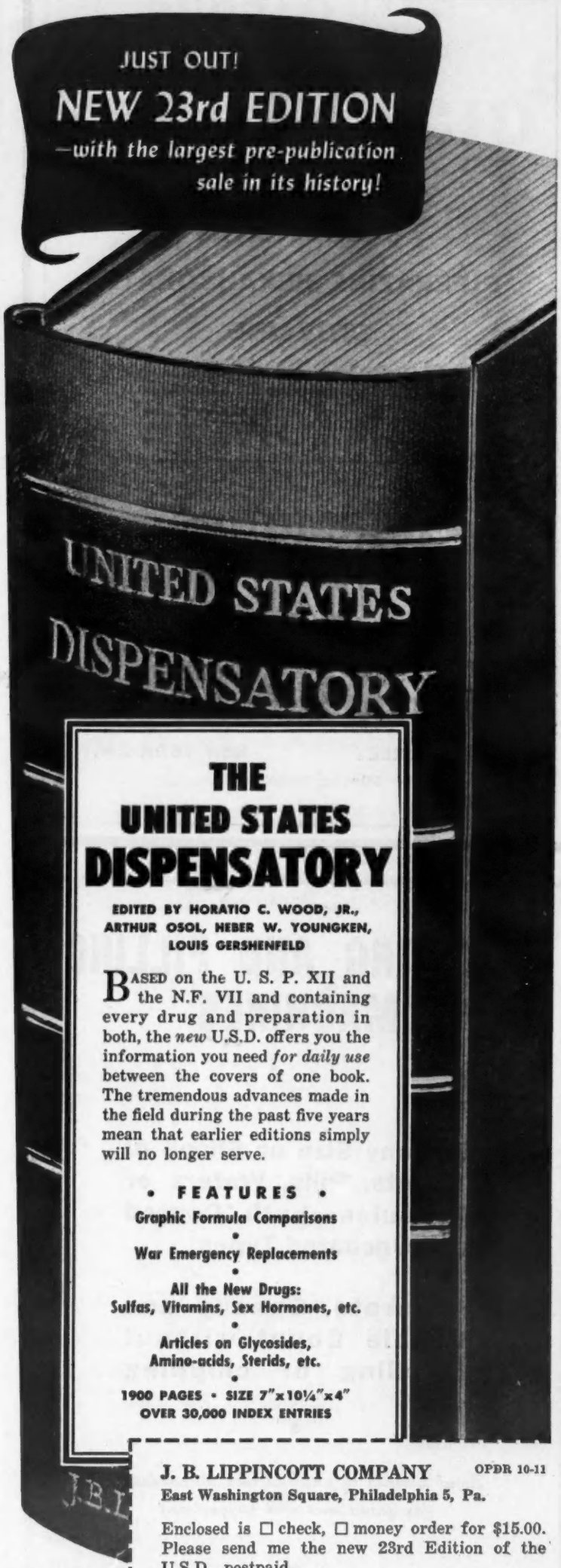

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must take advantage of every technological advancement as rapidly as possible. If there are any questions in your mind in that regard, they should be answered by the little-publicized report of the National Bureau of Economic Research issued in March and entitled, "Employment in Manufacturing, 1899-1939: An Analysis of Its Relation to the Volume of Production." In this report the bureau points out that the industries with particularly large increases in both employment and output between 1899 and 1939 were in general those in which exceptionally large declines occurred in employment per unit of product. It mentions the automobile industry as having cut jobs per unit most sharply in that period and yet registering the largest gains both in total numbers employed and in output. In contrast the lumber industry increased its employment per unit of product and suffered a sharp reduction both in total employment and total output.

Production Must Be High

To be certain that we not only have jobs enough but also the right kind of jobs, we must increase substantially our gross output of goods and services. In the year 1940, gross output (not national income) was $98,000,000,000. If we are to have jobs of the right kind for those 55,000,000 to 58,000,000 people after the war, that output will have to be increased 30 percent to 50 percent or, using the 1940 dollars, $29,000,000,000 to $49,000,000,000. This could not be accomplished overnight but there wouldn't be too much time to bring it about, perhaps two years after final victory being the limit of time allowable. When one considers that a 3 percent to 5 percent annual increase in productivity in the normal period is considered satisfactory, the enormity of the job that lies ahead becomes evident.

All doubt as to the need of preparing now to win the peace should be dissipated. At least, so it seems to the members of the Committee for Economic Development. We believe that once the facts are faced, three conclusions are inescapable:—(1) It is the responsibility of every citizen to make his utmost contribution to winning the peace as well as winning the war. (2) Individual employers must start now to develop bold, intelligent postwar plans covering both products and marketing for their own individual enterprises. (3) All policies of government, business and labor which stifle initiative and interfere with expanding employment and production must be changed.

Now I should like to tell you how the CED proposes to make its contribution. First, let me mention that I have no confidence whatever in the ability of any agency—public or private—to make overall plans for our economic system, or for our business program. However, I do have the highest confidence in the ability of individual businessmen to plan for the future of their own businesses. In my opinion the initiative and resourcefulness of the individual enterprisers in this country constitute one of our greatest national resources. The problem is properly to develop this great resource, to stimulate hard thinking on the part of these entrepreneurs.

CED Background and Organization

The Committee for Economic Development is composed of a board of eighteen trustees, of twelve regional chairmen, and approximately 100 district chairmen. The idea of establishing the committee originated when Secretary of Commerce Jesse Jones called together a group of businessmen almost a year ago. The committee is completely independent and self-financed but continues to have the active support of Secretary Jones and Under-Secretary Wayne C. Taylor. Furthermore, it has been assured cooperation by other governmental agencies as well as great national business organizations.

Basic responsibility for the committee's activities rests with its board of trustees. Its activities are carried out through two major divisions—the field development division and the research division. Mr. Marion Folsom, treasurer of Eastman Kodak Company, who is a member of the board of trustees, heads the field development division; Mr. Curtis H. Gager, president of Walter Baker & Co., is its vice-chairman. Mr. Ralph Flanders, president of the Jones & Lamson Machine Company, who is also a trustee, heads the research division.

Field Development Division

The field development division has the responsibility of stimulating, encouraging and helping individual enterprises in planning their programs of products and marketing for the postwar period. When one considers the fact that there are more than 3,000,000 individual businesses in the United States, that is a rather formidable task. Of those 3,000,000 business establishments, approximately 1,000,000 are one-man concerns, leaving 2,000,000 concerns employing more than one person. Of this number, 1,850,000 employ from one to eight. The remaining 150,000, from nine on up. Approximately 500 concerns can be classified as large employers. Theoretically, the efforts of the field development division might be directed toward the limited group of large employers. Actually, it would be a tragic mistake if this were done. The smaller businesses provide many millions with their livelihood. Furthermore, it is these smaller businesses which most need encouragement and help in getting their programs under way. It seems terribly important to the members of our committee that all possible cooperation be extended to them, not for emotional reasons, not as a matter of charity or philanthropy, but because they are essential to our country. One thing is certain—these employers, large and small, are the shock troops on whom we must rely to plan for and obtain that sharp increase in gross output which will in turn provide the high level employment that must prevail.

The first effort of the field development division was so to organize its activities that a package of "know-how" might be made available to all businessmen. That was not a difficult assignment. Literally scores of top-flight experts on postwar planning itself, new materials, and new technologies, volunteered their services and have been steadily working for many months preparing booklets, pamphlets and slide films, all of which already are, or will shortly be, available.

Dissemination of Information

The great problem is one of distributing the postwar planning information which is available to as many of those 2,000,000 employers as we possibly can. That calls for a carefully conceived campaign. Here the division is operating on three fronts. First, through direct contact with the largest corporations; second, through trade associations, an activity headed by Mr. Pyke Johnson; and, third, at the community level. From an organizational standpoint, the setting up of local committees for economic development presents the greatest difficulty but perhaps holds the greatest promise. It is our recommendation that the local CED committees have independent status because the postwar employment problem is of such magnitude that it must be the single purpose of an organization. However, we urge that these committees collaborate and work through existing community organizations. We particularly recommend that, wherever feasible, they be staffed by executives of the local chamber of commerce.

Our program calls for the establishment of approximately 1,200 community committees which will pretty well cover all important employment centers in the United States. As of today, more than 850 community chairmen have been appointed. In every case they have been selected because of demonstrated capacity for civic leadership. On this group of chairmen falls the heavy responsibility for the success of our field activities. And, in our opinion, for the solution of the postwar employment problem. Unless Cleveland, Ohio, develops intelligent and workable plans to meet its own employment problem; unless Oskaloosa, Iowa, takes similar action, as well as New York city and Wichita, Kansas, there is no hope for anything other than a tragic situation nationally. If the thousand big employment centers of the U.S.A. sit by idly now and take their problems to Washington when peace comes, we can reasonably expect nothing other than an abridgment of our liberties.

Research Division

The research division is concerned with the creation of an environment in the postwar period favorable to the expansion of enterprise. Our trustees are convinced that all policies of government, business, and labor that stifle initiative and interfere with expanding employment should be changed. They suggest that many of the present policies of government, business, labor, and agriculture have sprung from fears that are inherent in an economy of scarcity. Monopolistic practices in that area of our economy where competition should prevail result from fears that there won't be enough customers for our goods. Labor's support of featherbedding rules, in opposition to incentive payment, has its roots in a conception that there are not enough jobs to go around. All restrictive measures in the field of agriculture spring from the fear of production in excess of demand. As far as government policies are concerned, they are a mere reflection of all these fears. There must be an abrupt about-face on the part of all of us if we are not to miss a genuine opportunity to achieve an economy of plenty.

In setting up this division, the trustees recognized that the criterion by which these policies should be judged is that of the general public welfare. They did not suggest that studies of these policies should be undertaken by businessmen who consciously or subconsciously might be prejudiced. They proposed rather that a research staff of university economists be organized and instructed to carry forward studies with the sole objective of suggesting changes which would help us maintain a free and dynamic society.

The research division consists of a research committee composed of businessmen, a research advisory board composed of independent scholars, and a research staff composed also of independent scholars temporarily employed by the Committee for Economic Development.

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the chairman, Mr. Ralph Flanders, known as a successful businessman and an economic statesman. The other members of the committee were likewise selected on the basis of their interest and competence in economic affairs and their standing in the business world. They are Chester C. Davis, vice-chairman; William Benton, S. Bayard Colgate, Frederick C. Crawford, Donald K. David, Max Epstein, Paul G. Hoffman, Eric Johnston, Ernest C. Kanzler, Thomas W. Lamont, and Beardsley Rumi. This research committee is charged with responsibility for selecting the research director and initiating research projects. In practice its members are giving invaluable advice to the research staff in their various studies. The Research Committee also has the right to issue statements of policy, a right which it will shortly exercise in the matter of settlement of terminated war contracts.

Research Advisers

The research advisory board is made up of leading social scientists selected for their competence and intellectual integrity. The chairman of this group is Sumner H. Slichter; the vice-chairman is Robert De Blois Calkins; and the other members are David F. Cavers, Neil H. Jacoby, Harold Lasswell, William I. Myers, Theodore W. Schultz, and Ralph A. Young. All these men hold important academic or research positions and have enviable reputations as scholars. The research advisory board provides guidance to the research committee and the research director in the selection of problems to be investigated and helps the research director in the choice of personnel. Reading committees from the advisory board have final decision as to whether a study possesses the merit to warrant publication.

The research staff is headed by the research director who is primarily responsible for the selection of personnel and for the coordination of the various studies. For each study a careful search is made for the best man to be had and he is then given full freedom of action. By insuring independence for their research, the Committee for Economic Development has been able to enlist the services of a notable group of scholars. They include the research director, Theodore O. Yntema, who brings to this assignment a first-rank reputation as a scholar and an economist and an enthusiastic interest in the problems of business and commerce. He has as his immediate associates, Howard B. Myers and Gardiner C. Means; and those in charge of specific projects, Charles C. Abbott, J. M. Clark, Clare E. Griffin, Harold M. Grove, Calvin B. Hoover, A. D. H. Kaplan, John K. Langum, Robert Nathan, and Theodore M. Schultz. In addition we have been able to obtain advisory assistance from W. A. Paton, Henry C. Simons, Jacob Viner, John H. Williams, and other leading social scientists. I believe it is safe to say that never before has so distinguished a group of economists addressed themselves to such important problems.

Research Studies

Our research studies fall into two parts:—(1) Those concerned especially with the transition from war to peace; and (2) those which are of longer run significance. The transition studies include lessons from World War I and its aftermath; cancellation of war contracts; disposal of government-owned plants and surpluses; manpower demobilization and reemployment; provision for unemployed workers in the transition period; demobilization of wartime controls; monetary and banking policy in the transition period; postwar changes in the tax structure; financing the reconversion and expansion of business; postwar problems of agriculture; postwar problems of international trade.

The major studies of a more general character include a general survey of the problems in achieving a high level of production and employment; business incentives and taxation; the special problems of small business; ways and means to combat depression. The last two of these will be formally authorized as soon as some of the earlier projects are completed and funds become available to finance them.

When these studies are completed and ready for publication we shall distribute them not only through ordinary channels but also to our local committees throughout the country. Thereby we hope to make available to business leaders the best thinking we have been able to muster on the economic problems whose solution will in large part determine our postwar economic climate and hence the possibilities of our achieving a satisfactory high level of production and employment.

Outlook

That, in brief, is the way the Committee for Economic Development is set up to help commerce and industry get ready now to supply jobs as soon as the war ends.

The prospect is agonizing—and hopeful and inspiring. It is hopeful because peace, when it comes, will find a huge pentup need and desire for goods—and many billions of dollars of savings available to permit people to translate their desires into buying demand. Industry's problem will be to meet the demand, not to create it. The prospect is inspiring because, as Don Nelson puts it, we are on the edge of a new world, and what a chance we have to make that a better world than ever known to date—the kind of a world that's really worth fighting for!

Business must be ready to act quickly and surely when that time comes. Long before peace arrives, it must have planned actively and soundly for the postwar period—and it must have planned boldly. Only bold planning now can form the basis for the bold action necessary immediately after the war ends.

For once peace comes, industry must be ready to race to high-level employment very quickly. The desire for goods will be in the people's hearts, and money to buy will be in their hands, but business and the other segments of our economy must be ready to put the idle millions to work. Jobs must be provided for the idle millions before long unemployment brings them fear and disillusionment and want. All of us must be prepared for this grim, yet inspiring race. If business has planned boldly and has the courage to act boldly when peace comes, then its wheels can begin to turn in time. When it comes to providing postwar jobs, we just can't chance bringing too little, too late.

Our first task is to achieve that high-level employment quickly. Doing that job alone gives business an inspiring chance to help—by bold action based on bold plans—to build a great new world. Nobody would suggest that business would like to go back to the 1930's—if for no other reason than that the economy of the '30's left us still with considerable unemployment. And as for going back to the roaring '20's, I think there are few of us who would do that even if we could. In fact, I believe that most businessmen see the postwar world as possibly a better world that any we yet have known. So, I urge that we show by our actions that business does not want to go back to the days of the '20's—but that it does want to go ahead to an economy of dynamism and to an economy of great opportunity.

Above all, let us have faith and courage in ourselves. Quoting from an editorial by John H. Sorrells, Scripps-Howard columnist, "What we need is a revival of an authentic spirit of revolution —a revolt from the tyranny of fear and reactionaryism; a recapture of the will, as well as the means, to venture; a triumphant march to the far horizons of the soul, not a retreat to a Maginot of 'security'."

Mr. Sorrells sees signs that there has been a revival of spirit of adventure in America. Quoting further, he says:—

We must give our kids most of the credit for this recapture of our faith and courage—those jitter-bugging, rug-cutting, "decadent" kids, who stood up to a powerful and ruthless enemy, and licked him at his own game. Some of them had to die in order to teach their fathers courage and faith, and many more will die before it is over. The torch was handed back to us, not forward to them.

But the torch is lit. They kept it lit—those who had fewer tangible assets in democracy than their elders—who are fighting to preserve something which we, in our bewilderment and fear, had almost surrendered.

—O-P-D—

Calif. Cork Oak Tree Growth Report Made

Approximately 983 pounds of sprou'ed cork acorns were sent by the Los Angeles County Forestry Department to applicants in Alabama, North Carolina, Georgia, Mississippi and Texas, according to the annual report of the department.

As part of the California program, conducted in conjunction with the United States Extension Forester Service, 1932 cork oak trees were distributed in Los Angeles county for planting in the mountain areas. Los Angeles County has several matured groves which have been producing a fine grade of cork for several years. They were set out as an experiment during World War I.

—O-P-D—

Cummer to Move Plant

The Cummer Company Division of Sterling Drug, Inc., has purchased property in Brattleboro, Vt., and will move its manufacturing plant there from Bedford, Ohio, about December 1. Among executives who will move from Bedford to Brattleboro are J. N. Cooke, divisional vice-president; A. Haymarch, plant superintendent; O. J. Nickel, sales manager; H. L. Evans, chief accountant; J. M. Pratt, purchasing agent and office manager; and C.L. Denhard, assistant sales manager. The Cummer Company Division manufactures and distributes the 'Energine' line of products, including cleaning fluid, shoe white, lighter fluid, and window cleaner.

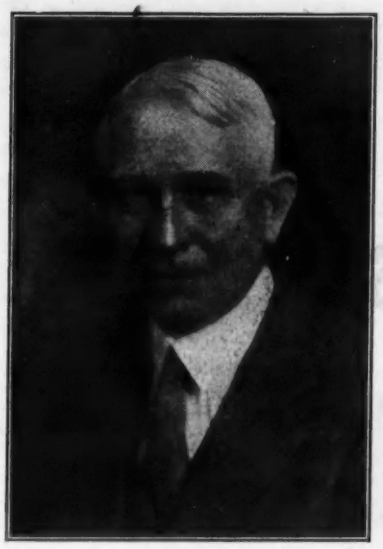
F.W.D.A. Examines Post-War Distribution

—Continued from page 7

workers and high-salaried persons. He leaned toward the belief that the postwar spending of those savings would be far more conservative than is popularly predicted.

Dr. Landis dwelt particularly on the influence of taxes on postwar spending, foreseeing a heavy burden of taxation for some time to come. He favored a gradual releasing of price controls, so that vast economic dislocation might be avoided. He summed up as follows:—

I might sum up in a few words. There is a very considerable stock of money and potential credit in the hands of our people, mostly because goods are



Dr. W. S. Landis

not now available; partly because people are not in a situation where they would desire to buy until geographical redistribution of our workers, following the closing down of the war plants, has taken place. A prudent judgment, that there may be some difficult times ahead and it would be well to conserve for the rainy day, will govern.

We face taxes or taxation of about two and one-half to three times our prewar levels, and may have to change our base of taxation to throw more weight on sales and excise taxes. This will tend to discourage spending in the postwar period. There will undoubtedly be the slow pressure of natural economic forces at work tending to increase prices commensurate with the vast stocks of money created by government borrowing from banks. We have experienced these inflationary price rises following our past wars and this will be no exception. It is not unlikely that we will reach about the same price levels as produced by the Civil War and World War I. This will temporarily restrict the units of volume of goods sold.

On the other side some of this purchasing power will rest with corporations who will spend for rehabilitation. I do not believe this will be as great as many people think, and it, of course, will be of rather individualistic character.

The great bulk of stored up purchasing power will lie with agriculture and with the wage earner, and such as is spent will be for the goods which these groups are naturally accustomed to buy. To a considerable extent, these will be replacements for worn-out agricultural and household implements, an dtransportation units of the lower priced categories. I am not too optimistic that they will spread far beyond these so-called "necessities" to any marked extent until some settled pattern of post-war economy has established itself. I believe industry will be well able to cope with the demands without undue dislocation of the economy, if wise removal of present controls govern.

Our future lies more than ever before on the elimination of political expediency as the directing and controlling motive of government, and a return to the wise principles set up by the Founding Fathers in this pioneer experiment in democratic governments.

Labor Policies

The position of labor after the war, said Raymond S. Smethurst, counsel for the National Association of Manufacturers, will depend on the termination of war contracts, the process of demobilization, the availability of materials, allocation, price controls, the liquidation of inventories, foreign trade programs, and the impingement of disposals of surplus goods on the market outlook. He expected gradual readjustment of employment to postwar conditions and did not look for a repetition of the unemployment situation which followed the first world war.

Sound relations of ownership, management, and labor in business operations were regarded by Mr. Smethurst as most necessary; they are to be expected. These will be influenced by public opinion, the policies of management and labor, the division in the ranks of organized labor, the temper and purpose of Congress, and the activities of the War Labor Board. He did not support the idea of industry-wide bargaining.

Medical Care Plans

John M. Pratt, administrator of the National Physicians' Committee for the Extension of Medical Care, discussing the medical care phases of the Wagner social welfare bill (S. 1611), warned that all divisions of pharmacy and the drug trade would cease to be important if medicine postpones its satisfactory planning of better distribution of medical services until this is taken over by the State. He said that it is the purpose of medicine to circumvent a totalitarian issue and must meet the demands which postwar trends will lay upon it.

Postwar Distribution

The road ahead insofar as the functioning of distribution is concerned does not now have the appearance it had in 1918, said Dr. J. Frederick Dewhurst, economist for the Twentieth Century Fund and student of costs of distribution. He could not be

R. C. Schlotterer
F.W.D.A. Secretary

certain how the possessors of $120,000,000,000 of "hot money" would use it, but he foresaw the chief problem as that of preventing the road from going too steeply upward. Controls would be necessary, he said, and business must take a large part in the avoiding of explosive booms.

There is a question, Dr. Dewhurst said, whether the road ahead will turn to the right or the left. He warned that business be on its guard against groups which threaten free competion. He looked for the evolution of a more efficient, less costly system of distribution, but was not yet ready to define its nature. It is foolish, he said, to expect or to contend that the wartime pattern will carry over into the postwar era; it is equally foolish to expect a complete return to the ways of prewar days.

Nondrug Retail Outlets

An enthusiastic presentation of the value of the supermarket as a retail outlet for drug trade merchandise was made by M. M. Zimmerman, publisher of a journal in that field.

Earl A. Means, of the Bristol-Myers Company, raised a point of the desirability of allowing somebody to come before the association to sell his business which is in opposition to the business of the organization's members. Chairman l'Hommedieu replied that the purpose of the symposium on the future of distribution was to get information on all that was to be expected, that which was competitive, as well as that which might be beneficial. It transpired a bit later than ipana toothpaste is sold in supermarkets!

Another angle of nondrug outlets was presented by Gordon Cook, a journalist in the field of cooperative and self-service groceries. A survey he had made indicated that these organizations—also supermarkets and grocery chains—were not greatly interested in drug lines—cosmetics were not stressed by the speaker. Some filling in of shortened lines with drugstore goods, some of them drugs, is common, but this is not expected to outlive the exigencies of war supplies.

Mr. Cook voiced the opinion, however, that, if druggists continued to encroach through the sale of grocery specialties as loss leaders, grocers will retaliate in kind.

Postwar Drug Retailing

Representatives of various types of independent drug stores, of cooperative wholesalers, and of manufacturers joined in a panel discussion of drug retailing trends which indicated the nature of that functioning in the postwar era.

Keith Keller, of the Keith Keller Pharmacy, Minneapolis, contended that better merchandising was the greatest need of the retail drug trade. He urged cooperation of wholesalers and manufacturers in programs of education for retailers. He advocated research studies for the general benefit of the trade.

Harvey A. Henry, of the Henry & Coleman Pharmacy, Los Angeles, advocated the creating of a realization of the basic professional character of the retail drug business and urged druggists to give more consideration to the supplying of the health needs of their communities. Proper development of such service, he said, would save the calling from the detriments of socialized medicine.

Mr. Henry also felt that wholesalers could help much by providing information on new items and otherwise keeping retailers up to date.

Henry V. DeHaven, prescription druggist, West Chester, Pa., declared that the primary postwar purpose of pharmacy should be to take its definite place among the professions. He urged increased emphasis on its health franchise and the developing of more adequate public appreciation.

The better the druggist serves the public, he said, the better he serves his own interests. His first duty is assistance for doctors, dentists, and veterinarians. In this, the efforts of manufacturer, wholesaler, and retailer should be coordinated.

If pharmacy fails in its duty, Mr. DeHaven warned, if it is not considerate of the cost of medical care, political medicine will displace it. The way to avoid governmental regulation, he declared, is to make it unnecessary.

Sidelines are one thing for druggists to consider, said Mearl D. Pritchard, of the Lin-Nor Pharmacy, Buffalo; but they cause the profession to "lose face" and to become insufficiently attractive to the right kind of students. As a result many drug stores cannot maintain existence. There can be no compromise between the real drug store and the store that has drugs, he said. Retailers should keep their sights high; wholesalers should back them in this endeavor.

Wholesalers' Angle

The importance of drug retailing in the national economy is not to be measured by its 3.3 percent share in the total value of retail sales, said Harry Z. Krupp, president of the Philadelphia Wholesale Drug Company. It has a particular role. He urged that retailers be not false to the trust which this involves; that they strive, today and tomorrow, to maintain it.

Manufacturer, wholesaler, and retailer should be a trinity in the service of the public, he said. Their efforts should be applied fully to the task of making the point of public contract—the retail drug store—all that it should be. Jointly they should undertake and carry on the training of retail employers and employees for the proper performance of the service that the public should expect. The value of properly applied relations of employer and employees was stressed by Mr. Krupp.

Improvements should be self-initiated, he said; statutory attempts in that direction can have but limited and temporary effects. The prime need is that the druggist recognize his proper role in the community and live up to it.

Manufacturer's Analysis

What the retail drug business will be after the war depends on what it is now, said E. T. T. Williams, of Becton, Dickinson & Co., pointing out that, of the 58,000 retail stores, only about 3,000 are primarily pharmacies, and but 300 are strictly prescription stores. The conditions affecting the trade are largely beyond its control. Pharmacy did not deteriorate over the past century, as many content; it improved its pharmacal aspects, mostly since 1900. It had raided other lines of merchandising, putting distributors out of business; then it turned from the department store idea and again began to emphasize the professional side. Its future on that side will be influenced by the socialization of medical care, the development of clinics, and governmental regulation of prices and profits.

No group can contribute anything to the national wealth by being on the public payroll, Mr. Williams said. The druggist should come up to expectations in the service of the public; advise and assist in matters of public health; engage in pathologic laboratory work. This will make it stronger, especially if the efforts be those of a united calling.

Drug stores as retail outlets have tended too far in the direction of supermarket style and 5-and-10 practices, Mr. Williams said. Their monetary possibilities have deterred students of higher caliber. A collision is coming in the dynamic changes in distribution to be expected after the war. The druggist must stand on his own feet, merit public appreciation of his services, and make capital of his particular talents.

Officers Elected

In its routine business session the association elected the following officers:—

President, John A. Crozier, of the Calvert Drug Company, Baltimore.

Vice-president, Oscar J. Schmitz, of the Snowden-Mize Drug Company, Atchison, Kans.

Treasurer, George A. Raab, of the Providence Wholesale Drug Company, Providence, R. I.

Executive secretary, Ray C. Schlotterer, 220 Fifth avenue, New York.

Chairman of the executive committee, Howard M. Bradbury, of the Washington Wholesale Drug Exchange, Washington.

Other members of the executive committee, Stanley B. Arend, of United Consumers, Inc., Boston; Henry V. Dettaven, of the Philadelphia Wholesale Drug Company, Philadelphia; Glen T Helgren, of the Ellicott Drug Company, Buffalo, and Keith Keller, of the Northwestern Drug Company, Minneapolis.

Sergeant-at-arms, Asa B. Burdine, of the Washington Wholesale Drug Exchange, Washington.

John A. Crozier, the new F.W.D.A. president, is general manager for the Calvert Drug Company, Baltimore.

Mr. Crozier was born December 28, 1899, in Mamaroneck, N. Y. The family residence was transferred to Baltimore when he was thirteen years of age, and in that city he completed his grammar schooling and attended Strayer's Business College. Subsequently he became a bookkeeper for Johnson Boyd & Co., wholesaler in the hosiery and knitgoods line.

His connection with the drug business began in 1925, as bookkeeper for the Calvert Drug Company. A year later he became assistant manager, and he was chosen by the board of directors in 1938 to take the managerial post vacated by the death of A. E. James.

Mr. Crozier is active in various pharmacal organizations in addition to the Federal Wholesale Druggists Association. He is a vice-president of the Baltimore Drug Exchange, a member of the Maryland Pharmaceutical association and of its travelers' auxiliary, also of the National Association of Retail Druggists. He is an honorary member of the Alumni Association of the School of Pharmacy, University of Maryland, and a member of the Baltimore branch of the National Exchange Club, the Advertising Club of Baltimore, and the Baltimore Association of Commerce.

—O-P-D—

Vitamin D Patent Infringement Claimed

A suit charging infringement of the Steenbock patents No. 1,680,818 and 1,871,136, covering the manufacture of vitamin D, was filed against the Silmo Chemical Corporation, Vineland, N. J., and John W. Rayney by the Wisconsin Alumni Research Foundation, in the Eastern division of the United States District Court for the Northern District of Illinois, in Chicago, September 24.

The filing of this suit is the latest step in the foundation's program to have the Steenbock patents ultimately sustained. Patents governing the manufacture of vitamin D were held invalid July 1 by the Federal Circuit Court of Appeals, San Francisco.

SPOT!

Right now we can make prompt shipments of:

Caustic Soda Flake

Soda Ash 58% Light

Bicarbonate Tech. and U. S. P.

WILLIAM D. NEUBERG COMPANY

Chemicals

GRAYBAR BUILDING . 420 LEXINGTON AVE . NEW YORK 17, N. Y. . TELEPHONE LEXINGTON 2-2234

MURIATIC ACID

C.P. OR COMMERCIAL GRADE

★

SALT CAKE

★

BAY CHEMICAL COMPANY, INC.

NEW ORLEANS, 9, LA.

Heavy Chemicals

Heavy Demand Drains Phosphorous Production—Plans Discussed for Soda Metasilicate Distribution Under Allocation

Military needs for phosphorus were responsible for a heavy drain on production. Continued large shipments have kept the supply situation tight while a gradually expanding demand dissipated any ideas of nearby relief. The stringency in basic material was reflected in the various chlorides which revealed a strong price structure with the buying movement under the direction of WPB. In other sections of the chemical market there was little change in underlying conditions. Soda caustic continued in definitely short supply for all dry grades. The same firm positions were held by soda ash, soda sulphide, chlorine and calcium chloride.

Plans were discussed for placing soda metasilicate under allocation on November 1. Manufacturers and WPB have worked out a proposition similar to the phosphate allocation order, under which the consumer or primary distributor reports only once to WPB requirements for use and resale for the last two years by quarterly periods. Thereafter the consumer certifies on his purchase order the use to which the material will be put and does not file request forms with WPB.

WPB has issued Supplementary Order M-110-a as amended, to permit the acquisition of 500 pounds or less of molybdenum by foundries to fill authorized controlled materials orders or orders rated AA-5 or higher, without going through allocation proceedings.

Oxalic acid held a sensitive position. A renewal of buying for the war effort would likely bring about an exceedingly tight position. The available supply was limited for immediate shipment with output well sold in advance.

Control over the use of copper plates in the printing and publishing industry has been transferred to Conservation Order M-339, which is slightly less stringent. Other changes in the original order involve only users of unimportant quantities of copper and make very little difference in the quantities permitted.

Paper production as a percentage of six-day capacity was 92.7 in the week ended October 2, according to the American Paper and Pulp Association. This compares with 92.1 in the previous week and 87.8 percent a year ago.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from twenty-five typical chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
170.6	170.6	170.6	170.2

Index numbers compiled from twenty typical acids on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
116.0	116.0	116.0	116.0

Market news that may have developed after this report was sent to press will be found on page 4.

Ammonia Bicarbonate. — Demand was not accentuated for this chemical. Curtailment of inquiry from the rubber and silk industries left the demand mostly up to the baking powder, ceramic and pharmaceutical manufacturers. Trading continued relatively light with supplies ample to meet requirements.

Ammoniac Sal.—Buying conditions remained comparatively easy under a moderate consuming demand chiefly for miscellaneous wants. Stocks of white granular while not excessive seemed sufficient to meet the current extent of consuming inquiry.

Arsenic.—Market held a steady position under normal civilian demand often supplemented by demand from war production industries. Inquiry for agriculture expected to improve shortly in order to permit manufacturers of insecticides to build stockpiles for shipment during 1944.

Barium Chloride.—Continued in tight position owing to limited available supplies. Carbonate reported in better supply with the brick, ceramic and dye industries represented to a greater or less extent in the trading.

Bleaching Powder.—Steady with demand and supply well balanced. Small lot transactions predominated.

Bauxite. — Additional importations covering moderate dimensions recorded last week. Low test material has been utilized in the manufacture of alumina sulphate similar to the commercial grade.

Calcium Chloride.—Production continued to be pushed to satisfy demand. The open weather has allowed roadwork to progress rapidly but the call exceeded this and apparently covered requirements to last through the Winter. The balance wheel remained inverted with demand exceeding the supply limit. Back orders were not unusual.

Chlorine.—Market maintained a firm position with buying conditions showing a tendency to further tighten. Recent buying has cleared the surplus and it looked as though a tight condition might exist for a time.

Cobalt.—A substantial importation of white ingots was recorded during the week. The compounds were quoted steady at former price levels.

Copper Sulphate.—Heavy shipments to war production industries were reported and while producers were attempting to stcokpile material for 1944 agricultural requirements, efforts were restricted to some extent. It was expected that conditions would change shortly and that a normal increase in stocks will be on hand by the first of the year. Industrial demand remained normal while export trade was spotty with small lots apparently getting the preference on clearance. Minor changes in copper metal, all for the purpose of simplification, were made by WPB with the issuance of Copper Conservation Order M-9-c as amended.

Phosphorus. — Conditions surrounding the supply situation seemed to be growing tighter. The constant drain on available s ocks prevented any sign of accumulation regardless of the broader extent of production. War industries consumed the major part of output and demand from this sources showed a tendency to increase. The chlorides under the direction of WPB are finding broader consuming fields and have been found potent elements in .he manufacture of sulfa drugs and quinine substitutes. In general the entire phosphorus market was firm under a mounting demand which gave promise of greater expansion.

Potash Caustic.—About the only unfavorable feature revealed in the situation was a shortage of drum containers. Production was reported sufficient to meet demand, but a critical scarcity of containers has delayed shipments to consumers. In some producing quarters an urgent call was sent out for the re.urn of empty drums to the works.

Potash Chlorate.—Labor disturbances have not hindered production

Association Meetings:—

Association of Official Agricultural Chemists, Statler Hotel, Washington, D. C., October 27 and 28.

National Pest Control Ass'n, Statler Hotel, St. Louis, October 25 to 27.

Current prices on heavy chemicals are given in the alphabetical list of prices beginning on page 9

BARIUM PEROXIDE
BARIUM AND CHEMICALS, Inc., Willoughby, Ohio
Successors to The J. H. R. Products Co.

OPD—10-11-1943 71

FINEST QUALITY
BICARBONATE OF SODA
SAL SODA (Carbonate of Soda Crystals)
MONOHYDRATE OF SODA
CHURCH & DWIGHT CO., Inc.
70 PINE STREET Phone Digby 4-2181 NEW YORK CITY

Maas Phosphates
PHOSPHORIC ACID
75% Food Grade; 85% USP
TRISODIUM PHOSPHATE
Anhydrous and Crystals
DISODIUM PHOSPHATE
Anhydrous and Crystals
TETRASODIUM PYROPHOSPHATE
Anhydrous, Powdered, Granular and Crystals
A. R. MAAS Chemical Co.
"ARMed for Chemical Service"
4570 ARDINE STREET • SOUTH GATE, CALIF.

The Mark of Quality
MANGANESE SULPHATE
ZINC SULPHATE
TENNESSEE CORPORATION
ATLANTA, GEORGIA LOCKLAND, OHIO

CRESYLIC ACID
Authorized Distributors for the Defense Supply Corporation
AMERICAN-BRITISH CHEMICAL SUPPLIES, Inc.
180 MADISON AVENUE, NEW YORK
Telephones: AShland 4-2265 and 4-2266

SODIUM SILICO FLUORIDE

PRODUCT OF U. S. PHOSPHORIC PRODUCTS
Division Tennessee Corporation, Tampa, Florida
W. B. LAWSON, INC. (Subsidiary of Ferro Enamel Corporation)
Sales Agent — UNION COMMERCE BUILDING — CLEVELAND, O.

POTASSIUM METABISULPHITE

Granular

WE SOLICIT YOUR INQUIRIES

HUNT CHEMICAL WORKS, INC.

271 RUSSELL STREET BROOKLYN, N.Y.

"PAPER-STRETCHER"

PQ SILICATE AID: Paper makers have actually increased yield with PQ Silicate in the beater. Silicate also improves paper's strength, hardness, finish, color, ink-resistance. Make the best of limited paper stocks—with PQ Silicate. Ask for Bulletin 61.

PHILADELPHIA QUARTZ COMPANY
SILICATES OF SODA
GENERAL OFF. & LAB.: 125 S. THIRD ST., PHILA. 6

FORMIC ACID

85% AND 90% STRENGTHS

Noted for its purity, uniformity, and stability. Will not darken when exposed to light. Will not cloud up when diluted Free from sulphuric acid, sulphur-bearing compounds, and chlorides

VICTOR CHEMICAL WORKS
141 WEST JACKSON BOULEVARD CHICAGO, ILLINOIS

Another Pittsberg Product

POTASSIUM METABISULFITE

An improved crystal form, guaranteed 55% SO_2, pure white, especially effective as a food, beverage and photographic preservative and bleach.

We invite your inquiry on other chemicals

MANUFACTURED BY PITTSBERG CHEMICAL CO.
3100 EAST 26TH STREET, VERNON, CALIF.

"PITTSBURGH" ZINC DUST

is manufactured in any mesh for all industrial and chemical purposes.

DUQUESNE SMELTING
50 Thirty-Third Street, Pittsburgh, Pa. *Corporation*

New York Office . . . . . 61 Broadway
Detroit Office . . . . . 2353 Glynn Court
Cleveland Office . . . . . Union Commerce Bank Building
Cincinnati District . . . . . Covington Trust Bldg., Covington, Ky.

so far. Demand remained active with shipments regulated by allocation orders.

Soda Ash.—Remained in a better position than some of the other sodas in as much as production sources were making steady progress toward getting their shipments out to regular customers as per schedule. The abnormal demand has kept the buying condition tight. An occasional resale lot has turned up, but it was not believed there were many sizable quantities in second hands.

Soda Caustic.—Dry continued definitely short of demand and the market for both solid and flakes held a very tight position. Requirements for lend-lease, war industries and civilian necessities was too much for production capacity, temporarily. Probably a lot of export business could have been placed if the material was available. According to foreign advices, consumption of caustic soda in Argentina has increased considerably, due to great activity in the soap, textile and chemical industries. It is estimated that 40,000 tons will be required in 1943. Argentine production can meet about 30 percent of this amount, the remainder must be imported.

Soda Formate.—Relatively quiet on the surface, but steady consumption in chemical industry took place. Tight position of soda acetate early in the year prompted mills affiliated with the textile trade to seek substitutes. Experiments have been made with soda formate and found suitable in several instances.

Soda Nitrite.—Buying interest revealed no measurable improvement. Small lot transactions were about the best that could be reported. The price level remained unchanged.

Acids

Acetic.—Essential industries covered by allocation. Supply situation remained tight with prices firm.

Formic.—Demand continued to improve and the buying movement gained considerable momentum. The supply situation could not be considered liberal, although a few odd lots were reported available both for home and export.

Hydrofluoric.—Inquiry showed a tendency to increase. Supplies seemed sufficient to cover demand, although there was no sign of excess offerings.

Nitric.—Steady shipments reported for war industries and civilian use. Supply about equal to demand.

Oxalic.—Supply situation remained sensitive. The war industries have taken a lot of material out of the market and the situation was in a position to turn very tight if government purchases were increased. The supply for civilian use was reported definitely short, while no car lots were obtainable for export.

Phosphoric. — Available supplies were scarce and more scarce as the week advanced. Shipments were regulated by WPB.

Sulphuric. — Market remained in steady position under the improving extent of consuming demand. Production found a ready outlet, but the supply situation for agriculture looked better as ordnance plants will contribute if the supply shows signs of decreasing to the acute stage.

Baltimore, Oct. 8.—The government continues to delay its expressed intention to impose a uniform ceiling on sulphuric acid, and the top prices realized in March of last year remain the maximums for the different manufacturers. The productive capacity of the producers in this area remain adequate for the demand, with an excess left over for other requirements, though some of the manufacturers maintain that they would be able to increase their acid business if they could tap new sources of supply, in other words, obtain acid from outside of their own plants.

Insecticides

Production is reported under way for agricultural fungicide and insecticide requirements for 1944. It is conceded that the reserve stocks produced and stockpiled during the next three months can go a long way toward making or breaking the successful protection of next year's essentially needed foods and fibers. WPB has presented the industry with tentative data concerning arsenic and copper for a 1944 program for government allocations. This will assist materially in determining and scheduling of production. On arsenicals, tentative WPB allocations indicate an output about equal to the past year. If these raw materials are shipped steadily over the last quarter, so that reserves can be accumulated by regular off-season production, the arsenical supply condition should improve. Reserves of lead arsenate have not increased. A limited stock of calcium arsenate is reported, but that situation would not assure sufficient stocks for 1944. Rotenone supplies are expected to improve somewhat over last year, though still far below normal, according to present indications. WFA purchased 50,000 pounds of nicotine sulphate during August.

—O-P-D—

Diamond Alkali Merges 5 Chemical Distributors

Five heavy chemical distributors will become a part of the Diamond Alkali Sales Corporation October 1, in order to more closely correlate the Diamond Alkali field service, sales and warehousing.

Consumers Chemical Company, Philadelphia, Pa., will become a part of Diamond Alkali Sales Corporation. Offices will be located in 12 South Twelfth street. C. F. Wolters, jr., has been appointed Philadelphia district manager, and G. J. Soren, assistant district manager.

E. A. Jones has been appointed district manager of the territory covered by Tri-State Chemical Company, with offices in 668 South Main street, Memphis, Tenn., and a branch in 2307 First avenue, Nor h, Birmingham, Ala.

The Sunshine Soda Company, Cleveland, Ohio, will combine with Diamond Alkali Sales Corporation with offices located in the Penton building.

In Omaha, Neb., Central West Chemical Company will become a part of the parent organization, with V. M. Jacobsen as district manager. Offices are in the Redick Tower building.

L. W. Wahl will be district manager at Cincinnati where the Buckeye Soda Products Company will become a unit of Diamond Alkali Sales Corporation. Offices are located in 38 Main street.

—O-P-D—

Quinine Substitute Sought by Japanese

—Continued from page 7

out of Java. In fact, no other interpretation could be placed upon the reports, for in peacetime Java, the most important of the East Indies islands, provided 95 percent of the world's requirements of quinine.

Thus it is inconceivable that Java's natural supplies would be insufficient to meet the needs of the Japanese and Indonesians, despite malaria epidemics reported in the Archipelago. This is particularly true since the Tokyo radio claimed as recently as September 28 that quinine production at Bandung had risen to 172 percent of the pre-invasion output.

Recently the Japanese proclaimed excitedly they had at last found a remedy: Dr. T. J. Naingoolan of Medan, Sumatra, had "discovered a medicine concocted from a plant named Cassia Mata, which is found abundantly in Sumatra and supplies a perfect quinine substitute." But shortly thereafter the Nipponese radio told of a "new" and rather peculiar weapon for fighting malaria—a tiny fish which is extremely fond of mosquito eggs. The Japanese proposed breeding an immense number of these fish and turning them loose in mosquito-infested lakes and swamps; their experts claimed this method would wipe maleria out of all the territory under their command.

—O-P-D—

Salesmen's Salary Status Clarified

—Continued from page 7

Mr. Helvering has, in effect, authorized for the two months payment of commissions on the same basis permitted earlier in the year, it was explained.

The approval was granted under revised salary stabilizations issued September 4, which required approval before the payment of commissions exceeding in dollar amount the payments in the last accounting year prior to October 3, 1942. The action followed conferences this week between the bureau and employers.

—O-P-D—

Jansen With Wilmington Corp.

Charles T. Jansen, formerly assistant secretary of the Rubber Manufacturers Association, and with that organization for the past fourteen years, has become associated with the Wilmington Chemical Corporation, this city, as assistant to Edward V. Osberg, vice-president.

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Many industries have completely reorganized their methods and equipment to sustain a world-wide war. New industries have been created by the emergency to manufacture substances unheard of before the war. As a summary of current events and a preview of the future, this Exposition deserves the attention of every chemist, engineer and industrial executive in America.

Marvels in the production of new substances by chemical methods only half disclosed so far, with their counterparts in special processing equipment, are still necessarily in part a war secret. Many details that may be revealed however, including not a few bearing on post-war plans, will form a leading interest at this year's Exposition of Chemical Industries.

Important decisions regarding the post-war activities of manufacturers may be made as a result of this Exposition. Much of the information to be disclosed reflects either the creation of new industries and their products, or the conversion of existing plants to new uses—to help win the war now, to help rebuild the world after Victory has been won.

To be among the first to see the startling new chart of industry, visit this year's Chemical Exposition—and bring your associates.

19th EXPOSITION OF
CHEMICAL INDUSTRIES
MADISON SQUARE GARDEN • NEW YORK
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Managed by International Exposition Co.

Currie Heads Drug Buying for Army

—Continued from page 3

cal changes at the local district headquarters, 52 Broadway, are proceeding with speed and satisfaction.

Lt. Col. Currie combined military and medical training during his college years. While a student, he got an infantry reserve commission as second lieutenant, and he served as an instructor in Citizens Military Training Camps. When he got his medical degree from Tulane University in 1934 he was a seasoned officer ready for transfer to the medical reserve of the army. He entered the Army Medical School early in 1935 and, graduating the following Winter, he entered the Medical Field Service School, Carlisle, Pa.

Upon his graduation from the Carlisle school, Col. Currie was assigned as a transport surgeon, spending two years as a seagoing army officer. Then he was assigned to West Point as attending surgeon to the cadets and assistant to the chief of the academy's medical service. He entered the supply divison of the medical department in 1940 and shortly thereafter was named assistant to the purchasing and contracting officer. In April, 1941, he took over the post of purchasing and contracting officer and up to now he has been commanding officer of the New York Medical Department Procurement District.

—O-P-D—

Lime Industry Group Appointed by OPA

OPD Washington Bureau

The Office of Price Administration has appointed a Lime Industry Advisory Committee to cooperate with it in examining price control needs in the fields of quicklime and hydrated lime. On the committee are:—

H. D. Brigstocke, of the Thomasville Stone & Lime Company, Thomasville, Pa.; Reed C. Bye, of the Warner Company, Philadelphia, Pa.; Ralph Dickey, of the Kelley Island Lime & Transport Company, Cleveland, Ohio; John Durrell, of the Hoosac Valley Lime Company, Adams, Mass.; John A. Kirk, jr., of the Standard Lime & Stone Company, Baltimore, Md.; Warren Lewis, of the Longview Saginaw Lime Company, Birmingham, Ala.; H. P. Mathews, of the Mississippi Lime Company, Alton, Ill.; B. L. McNulty, of the Marblehead Lime Company, Chicago, Ill.; Amos B. Miner, of the National Gypsum Company, Buffalo, N. Y.; Frank Sadler, of the United States Gypsum Company, Chicago, Ill.; Wilfred W. Sprague, of the National Mortar & Supply Company, Pittsburgh, Pa.; R. E. Tremoureaux, of the United States Lime Productions Corporation, San Francisco, Calif., and E. I. Williams, of the Riverton Lime & Stone Company, Riverton, Va.

—O-P-D—

Dried Skim Milk Containers Rule Changed

OPD Washington Bureau

Effective with all offers made after October 16, dried skim milk delivered to the FSCC shall be packed in barrels meeting the requirements of "Specifications for Slack Barrels for Dried Skim Milk for Export Shipment," form FSC 1718-D.

—O-P-D—

American Aniline Products, Inc., has opened a new office at 1019 South Grand avenue, Los Angeles, Calif.

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Tax Program For 1944 Disclosed

—Continued from page 5

higher excise taxes to raise what one quarter said would be additional revenues in excess of $5,000,000,000.

The Administration's excise tax program called for increasing the tax on distilled spirits to $10 a gallon with permission given to drug manufacturers, flavoring extract producers and other users in the nonbeverage field to draw back $7 per gallon. The effect would be to praise the tax for such consumers 75c. a gallon. Under the present law the tax is $6 per gallon with a drawback of $3.75 a gallon allowed.

On toilet preparations it was proposed that the present 10 percent retail tax be increased to 25 percent to produce additional revenues amounting to $51,400,000. Local telephone service would be taxed 15 percent of the charge as compared with 10 percent now and the tax on toll services would be raised from 20 percent to 25 percent of the charge. Telegraph taxes would be increased from 15 percent to 20 percent of the charge in the case of domestic services. The tax on international telegraph would remain at 10 percent.

Two new items were added to the excise list and one—the present tax on transportation of property—would be deleted. It is proposed to put a tax of 1c. per bottle on nickel soft drinks or an equivalent tax of $1 per gallon on sirup and 25c. per pound on carbonic acid gas used in unbottled soft drinks. The other new tax is on candy and chewing gum. A tax of 1c. per each 5c. of intended retail price on articles retailing from 5c. to 15c. was proposed, and on other items an equivalent tax of 35 percent of the manufacturers sales price.

With regard to income taxes, the Treasury recommended the repeal of the Victory Tax and earned income credit; the reduction of personal exemptions for married couples and heads of families to $1,100 and a reduction of credit for dependents to $300. Surtax rates would be increased from 13 percent to 21 percent in the first bracket and go on up the scale until the rate on the $90,000 to $100,000 bracket would be 90 percent, as compared with the present 79 percent.

The corporation tax would be raised to 50 percent as compared with the present 40 percent rate. No change was proposed by the Treasury at this time in the excess profits tax rate.

—O-P-D—

Innis, Speiden Names Koonce For 'Larvacide' Research

Innis, Speiden & Co., this city, has announced that Samuel D. Koonce, who received his Ph.D. in physiological chemistry from Ohio State University in June, has become associated with that company. Mr. Koonce will be located at the Boyce-Thompson Institute for Plant Research, Inc., Yonkers, N. Y., where he will conduct investigations on the application of 'Larvacide,' a chlorpicrin fumigant, and other substances to the production and protection of foodstuffs.

—O-P-D—

Joehnck Promoted

Karl M. Joehnck has been appointed vice-president and production manager of the Manufacturers Chemical Corporation, Berkeley, N. J., which company is engaged in the manufacture of plastic molding powders for war purposes.

SELENIUM SALTS

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Plate and Welding Division

GENERAL AMERICAN TRANSPORTATION CORPORATION

SHARON, PA.

Export Control Program Modified

—Continued from page 3

crushed or ground; plaster board and wall board; gypsum, n.e.s.

Naval Stores

(Cuba excluded):—Gum spirits of turpentine; rosin gum; rosin wood; tar and pitch of wood; wood turpentine; terpene hydrocarbons, n.e.s.

Nonmetallic Minerals

Salt; selenium.

Office Supplies

Crayons, paste and mucilage, n.e.s.

Toilet Preparations

Cold creams, n.e.s.; dental creams; dentifrices, n.e.s.; depilatories and deodorants; face and compact powder; hair preparations (including shampoos, tonics, dyes, pomades, dressings, etc.); lip sticks, lotions, creams and balms, n.e.s.; manicuring preparations; rouges (cosmetic); talcum powder in packages; toilet preparations, n.e.s. (include bath salts, bleaches, astringents and similar preparations; vanishing creams.

Group K Countries

The following commodities may be shipped to the group "K" countries under general license and to the sixteen Latin American countries without individual licenses or import recommendations:—

Chemicals

Ammonium borate; boracite; borates, n.e.c.; borax; borax, glass; boric acid; boron oxide; boron sesquioxide; camphor, synthetic; caustic soda; colemanite; kernite; lye in small containers; manganese borate; muriatic acid; nitrogenous organic waste materials (include fish meal, hoof meal, guano, castor-bean, pomace, manures, packing house offal, intended for fertilizer; phosphate rock; priceite; rasorite; sassolite; salt cake; soda ash; soda bicarbonate; soda silicofluoride; ulexite, and natural barium carbonate.

Paints, Pigments

Carbon black, not furnace type; kalsomine, dry red lead; dry white lead; white lead in oil; litharge; dry mineral earth pigments, ocher, umber, sienna, and other forms of iron oxide for paints; mineral earth pigments, other; orange mineral; sublimed lead, dry (basic lead sulphate); whiting.

Miscellaneous

Clay, n.e.c. (include Fuller's earth). Ferroboron and ferro-carbon-titanium, and aliphatic naphthas.

—O-P-D—

Medical Profession Urged to Cut Fees

—Continued from page 4

bringing about so-called State medicine.

There will be years after the war, he predicted, when many people would not have the price to pay for medical treatment, especially in hospitals, and he said it was up to the doctors to work out some plan that would allow no one to suffer and at the same time preserve the independence of the profession.

He said the doctor's fee "doesn't amount to two hoots in a medical case," but that hospital and laboratory fees were too expensive for many persons. He argued that it is possible to work out a plan acceptable to the public and to the doctors.

Admiral McIntire also predicted that no more than one-third of the commissioned physicians would return to civil life. The rest would stay in the services, he said, to take care of Army and Navy needs among forces which would remain for a long time throughout the world.

—O-P-D—

Copper Conservation Order Amended

OPD Washington Bureau

Minor changes, all for the purpose of simplification, have been made by the War Production Board with the issuance of copper conservation order M-9-c as amended. Control over the use of copper plates in he printing and publishing industry has been transferred to conservation order M-339, which is slightly less stringent.

Other changes in the original order involve only users of unimportant quantities of copper, such as manufacturers of certain lock parts and a few military items, and make very little difference in the quantities permitted. In the amended order the old list 2-A is incorporated in the general list to make for greater simplicity, but this change does not affect the operation of the order.

Obituaries

Dr. Arthur A. Ticknor

Dr. Arthur A. Ticknor, divisional chemist for the Calco Chemical Company, Bound Harbor, N. J., died in Plainfield, N. J., September 26. Born in West Claremont, N. H., Dr. Ticknor graduated from Yale University with a Ph.D. degree in 1917, when he joined the Calco Company as research chemist. Later he was with the Tubize Artificial Silk Company in Belgium and Virginia. He returned to the Calco Company in 1924.

Edgar T. Barnes, naval stores producers, of the Laurens County, Ga., section, died at a Dublin hospital, September 26. He was seventy-two years of age.

William Robert Flowers, sr., head of large naval stores producing operations in Sylvester and Gardi, Ga., died recently in Tifton, Ga.

Michael A. Flynn, manager of the Baltimore branch of the International Printing Ink Corporation, died October 1. He was fifty-seven years of age.

Mrs. Margaret Wilson Foster, wife of David Gray Foster, sales manager for the Semet-Solvay Company, this city, died in Port Chester, N. Y., October 5. She was forty-nine years of age.

John Miller Freeman, who acted as one of the defense counsel in he antitrust suit to dissolve the Standard Oil Company of New Jersey, died in Pittsburgh, Pa., October 4. He was seventy-five years of age.

Thomas Joseph Hussey, son of Al T. Hussey, member of the naval stores trade and secretary of the Columbia Naval Stores Company, died recently in Atlanta, Ga.

Frederick W. Korkill, superintendent for the Pacific Coast Borax Company, Los Angeles, Calif., died September 27. He was fifty-eight years old.

Mrs. Louise O. Means, widow of the late James A. Means, sr., former vice-president of the Peaslee Gaulbert Corporation, died in Louisville September 23.

—O-P-D—

Soda Metasilicate Allocation Planned

OPD Washington Bureau

Plans for placing soda metasilicate distribution under alloca ion on November 1 were discussed at a recent meeting in Washington, D. C., of manufacturers of that chemical, the War Production Board has announced. The proposed order would be similar to the phosphate allocation order, under which the consumer or primary distributor repor s only once to the War Production Board requirements for use and resale for the last two years by quarterly periods.

Thereafter the consumer certifies on his purchase order the use to which the material will be put and does not file request forms wi h the WPB. Consumers requiring less than 800 pounds per month on an anhydrous basis need not state end use. Announcement of the proposed order is made at this time to enable manufacturers to prepare data for reporting requirements for use and resale for the last two years by October 20, to obtain deliveries during November.

—O-P-D—

Glycol Ethers Under Allocation Augmented

OPD Washington Bureau

Monomethylether of ethyleneglycol and monoethylether of ethyleneglycol have been added to the glycol ethers under allocation, the War Production Board has announced. Under an amendment to order M-366, the effective date of allocation is made November 1, but requests for allotments must be made on or before October 20. Specific authorization for delivery will not be required for the delivery by any supplier to one person in one calendar month of not more than 430 pounds of monomethylether of ethyleneglycol or not more than 410 pounds of monoethylether of ethyleneglycol.

—O-P-D—

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Dyestuffs, Leather, and Textile Chemicals

Textile and Leather Chemicals Demand Continues Moderate —Potato Starch Output Started—Tapioca Flour Arrives

The textile and leather chemicals displayed little more than routine activity during the week, with consumers ordering only for current needs. The price structure continued steady. Outstanding among the textile agents was the arrival in volume of new crop potato starch. Sweet potato starch is expected to again become available about November 1. The vegetable tanning materials were reported on the quiet side, with divi-divi and quebracho receiving most of the demand noted. Sizable importations of tapioca flour and manioc flour were reported to have arrived since the previous issue.

In the textile war production field, it is reported that quartermaster officials are considering modification of the delivery deferment order on olive-drab blankets, flannel shirting, serge, and overcoating. Mills holding such contracts have substituted civilian goods for the plant capacity released by the deferment order, it is stated, and consequently have been reluctant to bid on new requirements. It was recalled that rescinding action was taken in September affecting large commitments for cotton goods.

The War Production Board reported during the week that manufacture of stitching thread for commercial use in 1944 will be permitted to equal the 1941 output. The same agency also stated that the production of high-tenacity rayon yarn had been expanded by 41,000,000 pounds to meet rayon cord needs in making tires in 1944 and 1945. The Office of Price Administration has revealed the appointment of four sub-committees under its rayon yarn converters industry advisory committee, to aid in resolving questions involving converting rayon yarns and converting charges. The Textile Color Card Association has named twenty-three millinery colors and fifteen glove colors for 1944 Spring production.

Fourth-quarter processing of cattle hides will continue at 30 percent below the 1942 rate, the WPB has announced. Failure of domestic hide output to reach normal levels and very low hide imports were declared responsible. A further cut of 10 percent, to 80 percent of 1942 monthly average, was also ordered in the processing of calfskins. Kipskins processing will be permitted to remain at 90 percent of 1942 monthly average during the final quarter.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from nineteen typical dyestuffs on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
271.9	271.9	271.9	261.5

Market news that may have developed after this report was sent to press will be found on page 4.

Chemicals

Alumina Acetate.—Regular shipments on contracts support steady market.

Ammonia Sulphamate. — Continues to move actively to plants processing textiles for military and essential use. Quotations unchanged.

Antimony Salts. — Fair demand shown by customary consuming channels. Prices steady.

Chrome Acetate.—Shipments to regular consumers continues at satisfactory level. Prices steady.

Potash Prussiate.—Production slightly ahead of demand. Market tone steady.

Soda Bichromate.—Quotations unchanged as shipments are made under WPB allocation order.

Sulphonated Oils.—Turkey red oil continues in sufficient supply position. Other varieties show no easier availability. Price structure unchanged.

Zinc Dust.—Representative demand maintains steady market.

Dyestuffs

Annatto.—Call of routine nature. Quotations unchanged.

Fustic.—Demand from regular consuming channels support steady market.

Tumeric.—Quotations steady. Routine inquiries find stocks of powdered material comfortable, whole material light.

Sizing Materials

Albumen, Blood. — Market tone steady, as demand continues to run slightly ahead of production.

Albumen, Egg. — Supplies tight, price ceiling squeeze reportedly discouraging production. Prices firm.

Corn Dextrin.—Shipments continuing on previous orders. Quotations steady.

Corn Sugar. — Production currently abreast of demand. Stocks of corn in hands of wet processors, however, are reported none too large. To encourage getting new crop corn into the elevators the War Food Administration has guaranteed the price of corn delivered before November 1.

Egg Yolk.—Supplies short. According to the Department of Agriculture the production of frozen eggs during the January-August period of 1943 amounted to 405,000,000 pounds. During the entire calendar year of 1942 such production totaled 258,000,000 pounds. Stocks of frozen eggs as of September 1 were reported to approximate the equivalent of 9,100,000 cases.

Starch, Corn.—Demand continues active, with production reported abreast of current orders. Low stocks of corn in hands of wet processors being bolstered by delivery of new-crop corn to elevators by farmers. War Food Administration has guaranteed price of such corn delivered before November 1. The visible supply of corn decreased 7,406,000 bushels in the week ended October 2, according to figures compiled by the Chicago Board of Trade.

Starch, Potato.—Maine starch production plants are shipping new-crop production. Market tone steady.

Starch, Sweetpotato. — Producing plants now processing new crop. First starch expected to arrive about November 1.

Starch, Tapioca.—Ample material available to satisfy demands qualified under WPB limitation control order. Shipments totaling more than 10,400 bags of tapioca and manioc flour were reported to have arrived from abroad recently.

Tanning Materials

Chestnut Extract.—Supplies light. Qutations show no change.

Divi-Divi.—Material in sufficiently ample supply to permit its use as a replacement for myrobalans. Demand rather good. Quotations unchanged.

Hematine. — Shipments to regular consuming plants at satisfactory rate maintain steady price structure.

Myrobalans.—Shipments continue small in volume as result of unfavorable price, compared with divi-divi and other tanning agents. Market steady.

Quebracho.—Moderate demand sustains steady market. Supplies in fairly good position.

—O-P-D—

Canadian Asbestos Fibers Use Restricted

Restrictions on the use of Canadian asbestos spinning fibers has been imposed by the War Production Board, effective November 1. The restrictions were issued in the form of a revision of conservation order M-79. The restrictions on the use of Canadian asbestos on hand November 1 provide that no person shall process Canadian crudes or spinning fiber grades 3F or 3K for commercial grade textiles. It is further provided that no person may accept delivery of these grades for the manufacture of compressed asbestos sheet packing.

Association Meeting

American Association of Textile Chemists and Colorists, New York Section, Downtown Athletic Club, October 22.

Current prices on dyestuffs, textile and leather chemicals are given in the alphabetical list of prices beginning on page 9

ALBUMENS

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... always Dependable

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- BICHROMATE OF SODA
- CHROMIC ACID

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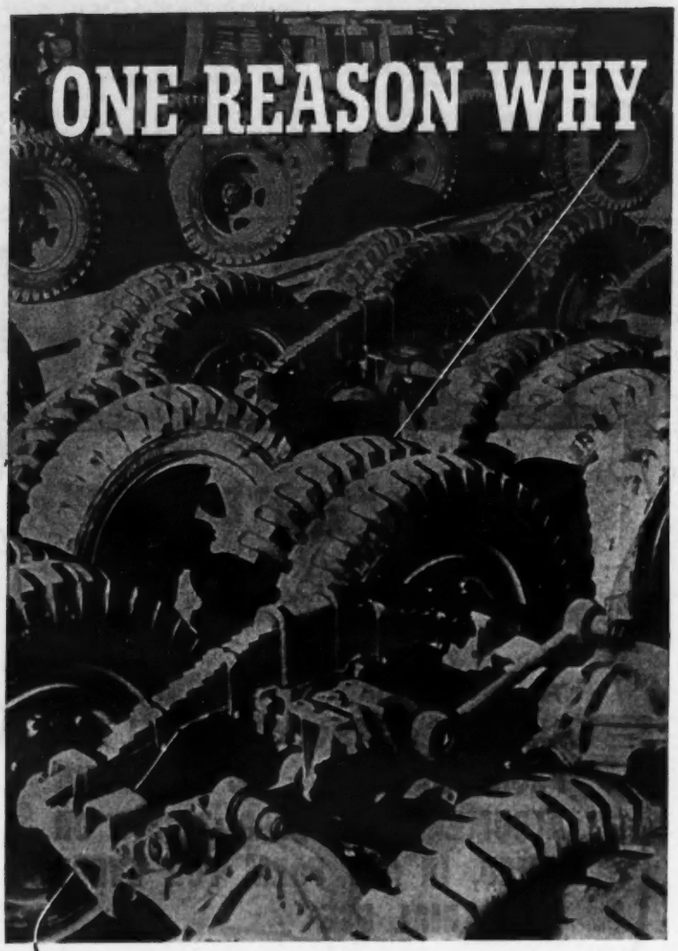

deliveries of CUMAR* are curtailed . . .

Cumar*, important in making varnishes, floor tiles, adhesives and many other peacetime products, is now widely used for the manufacture of synthetic rubber products, military fabrics and ship bottom paints. Like many another coal-tar chemical for which Barrett is a key source of supply, Cumar* is needed in ever-increasing quantities for the war effort.

All Barrett's vast facilities and 89 years of manufacturing experience are being utilized to keep production of these vital chemicals at top limits. But so great are the requirements for war, we ask the indulgence of our civilian customers if deliveries are curtailed or delayed.

PHENOLS
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CRESYLIC ACIDS
CHLORINATED TAR ACIDS
BARRETAN*
PICKLING INHIBITORS
BENZOL
TOLUOL
XYLOL
SOLVENT NAPHTHA
HI-FLASH SOLVENT
NAPHTHALENE
PHTHALIC ANHYDRIDE
DIBUTYL PHTHALATE
PYRIDINES
TAR ACID OILS
CREOSOTE OIL
CUMAR* (Paracoumarone-Indene Resin)
RUBBER COMPOUNDING MATERIALS
BARDOL*
HYDROGENATED COAL-TAR CHEMICALS
FLOTATION AGENTS
ANHYDROUS AMMONIA
SULPHATE OF AMMONIA
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ALLIED CHEMICAL & DYE CORPORATION
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Barrett

ONE OF AMERICA'S GREAT BASIC BUSINESSES

Coaltar Chemicals

Demand Continues Heavy for Coaltar Chemicals — Phthalic Anhydride Reduction Followed—Xylol Picture Clearing

Coaltar chemicals remain in heavy demand, precluding any possibility of building inventories. Outstanding in the market was the price reduction on phthalic anhydride by one producer reported in the previous issue. The other producers of the material followed the reduction during the week. Manufacturing economies were declared to have made the reduction possible.

Among the basic products, benzol continues to be absorbed in ancreasing volume by plants producing synthetic rubber and high-octane aviation fuels. Shipments of naphthalene, especially industrial grades, are running abreast of production. Phenol remains in a comfortable supply position. Toluol and xylol are being heavily taken for war production, but the civilian supply picture seems to be clearing. It is reported that calls for petroleum xylol are being filled with a mixture containing three parts of xylol and one part of toluol.

Steel operations were again scheduled at 100.8 percent of ingot capacity for the week beginning October 4, according to the American Iron and Steel Institute. This scheduling extends the record rate into its second week, and represents a production during the week amounting to 1,756,900 net tons of ingots and castings. In the corresponding weekly period one month earlier the scheduled rate was at 100.3 percent of capacity, equivalent to a production of 1,686,700 net tons.

Price Changes

Advanced
None
Reduced
None

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
129.2	129.2	129.2	130.1

Market news that may have developed after this report was sent to press will be found on page 4.

Basic Products

Benzol.—Supplies being taken in increasing amounts for essential production. Pure benzol as a solvent in paint removers is to be substituted with motor benzol, WPB has ordered. Market firm. Estimates of byproduct cokeoven operations indicate the production of benzol from that source during the week ending October 4 to have been 387,900 gallons.

Coaltar.—Demand continues to prevent any accumulation of stocks. Quotations unchanged. Estimates of byproduct cokeoven operations indicate the production of coaltar from that source during the week ending October 4 to have totaled 15,141,900 gallons.

Creosote Oil.—Material continues in somewhat ample supply. Demand from preservers routine in nature. Market tone steady. Estimates of byproduct cokeoven operations indicate the production of creosote oil from that source during the week ending October 4 to have totaled 800,900 gallons.

Cresols.—Industrial grades in active demand. Pharmaceutical grade shipments being made at normal pace. Quotations show no change.

Naphthalene. — Firm quotations maintained by demand keeping slightly ahead of production. Estimates of byproduct cokeoven operations indicate the production of naphthalene from that source during the week ending October 4 to have totaled 1,689,400 pounds.

Phenol.—Output continues sufficient to meet current demand. Certain quarters report additional production facilities also could be operated to meet any added call for drug material. Quotations steady. Estimates of byproduct cokeoven operations indicate the production of phenol from that source during the week ending October 4 to have totaled 225,300 pounds.

Pyridin.—Supplies of the refined material remain rather tight. Quotations show no change.

Toluol.—Exact future status for civilian use still in doubt. Discussions reported to be in progress among production control officials endeavoring to develop means whereby toluol can be employed to replace portion of xylol, which of late has become more essential in war production. Market firm. Estimates of byproduct cokeoven operations indicate the production of toluol from that source during the week ending October 4 to have totaled 775,900 gallons.

Xylol.—Supplies continue short as use in essential war materials absorbs practically entire output. Reported that petroleum xylol is now being replaced by mixture of 75 percent xylol and 25 percent toluol. Production control officials discussing possible further replacement for civilian purposes. Prices firm. Estimates of byproduct cokeoven operations indicate the production of xylol from that source during the week ending October 4 to have been 175,200 gallons.

Chicago, Oct. 8.—Continued tightness is a notable feature of the general coaltar bases market situation. Buyers are trying to get shipments on orders and also are placing orders for additional material, or attempting to do so. Benzol remains in good call. Ruling prices exclusive of tax are:—Benzol, pure, in tankcars, freight allowed up to 2c. per gallon, 15c. per gallon; toluol, 2-degree, same basis, 23c.; xylol, industrial, same basis, 27c.; 10-degree xylol, same basis, 30c.; solvent naphtha, same basis, 27c.; creosote oil, grade 1, 15½c.

Hydrogenated Solvents

Cyclohexane. — Demand continues rather good. Quotations steady.

Cyclohexanone.—Maintained call as solvent for vinyl resins. Prices unchanged.

Methylcyclohexane. — Routine inquiry sustains steady market.

Methylcyclohexanol. — Quotations unchanged. Shipments to regular consumers satisfactory.

Coaltar Acids

Anthranilic. — Supplies continue tight. Quotations unchanged.

Benzoic, Technical. — Moving satisfactorily to normal consuming plants. No change in prices.

Broenner's.—Routine demand maintains steady market tone.

Fumaric. — Shipments on previous contracts satisfactory. Market steady.

Gamma. — Demand from regular consuming channels good. Prices unchanged.

H.—Representative demand sustains steady price structure.

Maleic.—Orderly shipments being made since material is now allocated by WPB. Quotations firm.

Malic.—Market tone steady. Demand of routine nature.

Picric.—Heavy demand from war production continues. Prices unchanged.

Salicylic, Technical.—Supplies continue rather tight. Market tone firm.

Sulphanilic.—Quotations unchanged. Demand from regular consumers satisfactory.

Tobias. — Rrepresentative inquiry sustains steady market tone.

—*Continued on page 79*

Association Meeting

American Association of Textile Chemists and Colorists, New York Section, Downtown Athletic Club, October 22.

Current prices on coaltar products are given in the alphabetical list of prices beginning on page 9

Washington Talks It Over

—Continued from page 5

Congress in recent weeks to bring about its demise. Veterans in the organization are getting used to such complaints, however, pass them off with a smile, and go merrily on their way flooding the news desks with their releases on any subject that comes to mind.

But an occurrence one day this week literly shook the organization to its foundations. The morning shift of writers arrived at their desks to find that he worst had happened—some one during the night had walked off with the mimeograph machines. Was Congress at last getting out of hand? Was this the end that the members had been threatening?

An investigation turned up the fact, however, that an efficiency expert got into the organization during the night and decided that it would be more efficient to do OWI's mimeographing in another building a block away and took the machines with him. By noon the machines were again turning out the releases in a stream—but the experience was one that the OWI will not soon forget.

OWI without a mimeograph machine—what a predicament!!!

More Allocation Data

The Chemicals Division of WPB is planning two more revisions of its monthly allocation report to give industry more information on the volume of chemicals allocated and to eliminate some of the confusion in industry over the amounts made available for specific end-uses. The October allocation report is expected to be released shortly.

One of the changes will be to include a figure on total allocations of a given product for the month where this can be done without revealing military information. In the last report quantity figures were given only for some end-uses. The other change will be to drop the end-use listing unless it is possible to show all the end-uses. The trade has been confused in the past by the fact that the reports showed some end-uses and not others. Confusion will be eliminated, officials believe, by a policy of showing all or none.

War Surplus Sales Coming

Watch for the Procurement Division of the War Department to start selling surplus war materials in large quantities in a few months. Stocks of commodities and supplies no longer needed are building up by reason of changes in the war picture, and in a couple of months, officials predict, they will be piling up so rapidly that they will have to be disposed of.

Included among such supplies will be considerable amounts of drug products. The War Department is now working up a list of excess drug stocks and plans soon to turn it over to the Procurement Division for sale. They will first be offered to other agencies of the government and what is left then will be made available to the trade.

—O-P-D—

Bids Wanted

—Continued from page 4

Gasoline:—Chief, Purchase Division, Treasury Department, Procurement Division, Washington (25); invitation 8036-G9, opening October 6.

Medicinal Supplies:—Chief, Procurement Division, Veterans Administration, Washington (25); invitation 132, opening October 11.

Oil, Transformer:—1,000 gallons, Purchasing Agent, Bureau of Reclamation, Denver, Colo.; invitation C-22,189, opening October 11.

Paint Materials:—Supplies of, Supply Officer, Veterans' Administration, North Little Rock, Ark.; invitation 44-69, opening October 12.

Salt:—3,000 pounds, Service Division, Office of Buildings Manager, Federal Works Agency, Public Buildings Administration, Washington (25); invitation 1072-10-8-im, opening October 8.

Salt, Water Softener:—6 tons, Supply Officer, Veterans Administration, Downey, Ill.; invitation 44-67, opening October 5.

Shortening:—500,000 pounds, Chief, Procurement Section, Fats and Oils Branch, War Food Administration, Food Distribution Administration, Washington (25); announcement FSC 1664, opening October 12.

Soap, Castile:—1,037 cakes, Purchasing Agent, District Government, Washington (4); schedule 4623, opening October 7.

Soap, Hand Grit:—10,000 cakes, Purchasing Agent, Post Office Department, Washington (25); invitation 754, opening October 11.

Soap, Laundry:—1,050 pounds of chips, Chief Clerk, Federal Correctional Institution, Justice-Prisons, Englewood, Colo.; invitation 30-981, opening October 5.

Soap, Laundry:—1,600 pounds of powder, Chief Clerk, Federal Correctional Institution, Justice-Prisons, Englewood, Colo.; invitation 30-981, opening October 5.

Sodium Fluoride:—60 cartons for Perry Point, Md., Chief, Procurement Division, Veterans' Administration, Washington (25); invitation 151, opening October 14.

Starch, Laundry:—313,000 pounds, Special Commodities Branch, Food Distribution Administration, Washington (25); announcement FSC-1647, opening October 11.

Starch, Laundry:—200 pounds, The Senior Clerk, Department of Justice, Bureau of Prisons, Federal Prison Camp, Montgomery, Ala.; invitation 20-244, opening October 7.

Trisodium Phosphate:—400 pounds, The Senior Clerk, Department of Justice, Bureau of Prisons, Federal Prison Camp, Montgomery, Ala.; invitation 20-244, opening October 7.

Vaseline, Carbolated:—353 tubes, Purchasing Agent, District Government, Washington (4); schedule 4623, opening October 7.

Yellow Ochre Pigment:—600 pounds, General Purchasing Officer, the Panama Canal, Washington (25); schedule 7108, opening October 7.

—O-P-D—

L.S. Munson Retires From duPont Dye Works

Lewis S. Munson has retired from the du Pont Dye Works, Wilmington, Del., after twenty-five years with the

company, first as production superintendent and later as plant manager. Mr. Munson went to Wilmington two years ago after twenty-three years at the company's dye works in Deepwater, N. J.

Coaltar Chemicals

—Continued from page 79

Other Intermediates

Anilin.—Essential uses satisfied with material allocated by WPB. Prices unchanged.

Anthracene. — Supplies continue light. Quotations unchanged.

Anthraquinone. — Steady market maintained by active demand.

Benzaldehyde, Technical.—Routine shipments continue satisfactory. Price structure steady.

Benzidin.—Moving moderately into routine channels. Market steady.

Benzoyl Chloride. — Representative demand sustains steady price structure.

Betanaphthol. — Steady demand keeps supplies light. Quotations unchanged.

Diethylanilin. — Market continues steady on represen ative demand.

Dinitrobenzene.—Active call for essential production keeps prices steady.

Dinitronaphthalene.—Raw materials shortages keeps supplies light. Market steady.

Diphenylamine. — War production continues to take major portion of ou.puc. Prices firm.

G Salt.—Shipments into normal consuming channels continue satisfactorily. Quotations unchanged.

Metanitroparatoluidin.—Routine demand supports steady market.

Metaphenylenediamine. — Supplies somewhat tight. Prices steady.

Nitrobenzene. — Demand for war production continues good. Quotations steady.

Orthoanisidin. — Market maintains steady tone on normal demand.

Orthochloroanilin. — Shortage of basic ma.erials limits supplies. Prices steady.

Orthochlorophenol.—Moving satisfactorily to regular users. Quotations unchanged.

Orthonitroanilin. — Production abreast of demand. Market tone steady.

Orthonitrotoluene.—Basic material limitations restricts production. Prices firm.

Paradichlorobenzene. — Production lags behind demand. Still shipping on backlog orders. Market firm.

War *has exploded the German* **chemical** *myth*

This is the Chemical Age and many people believe that Germany is *the* chemical nation. Yet history shows that the synthetic organic chemical industry really started in England, got much of its early impetus in France and has reached its greatest development right here and now in America. Germany undoubtedly contributed vast research . . . and vast propaganda . . . but she made the mistake of trying to make it a German monopoly, through Government subsidies and control. The American chemical industry, operating on private capital, has pulled out of the test tube miraculous new medicines to save life, super-powerful explosives to overthrow dictators, marvelous new materials that Nature never dreamed of.

Koppers is one of the great raw materials sources for the chemical industry. Coal tar chemicals go into the new explosives, into the new wonder-working medicines, into the new plastics, into more productive agriculture. Koppers coke ovens are recovering vast quantities of chemical raw materials, and Koppers mines are producing millions of tons of coal.—Koppers Company, and Affiliates, Pittsburgh (19), Pa.

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J&L STEEL

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BENZOL

Special Fractions

CRESYLIC ACID

Coal Tar (Domestic and Imported)
Petroleum (High Coefficient)

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INDUSTRIAL SOLVENTS CORPORATION

White Plains New York

Paranitrochlorobenzene. — Supplies tight. Raw materials limited. Quotations unchanged.

Paraphenetidin.—Demand rather active. Price structure steady.

Paraphenylenediamine. — Call for photography and fur dyeing maintained. Quotations steady.

Phthalic Anhydride.—Three other producers during the week followed the reduction reported in the previous issue. The reduced price in car lots is 13c. per pound in either bags or barrels, according to producer; less car lots, 14c. per pound.

Coaltar Colors

Production of coaltar colors was maintained at an active rate during the week. Shipments to textile processors continues heavy, although the concern is growing as to how soon the acute employee situation will cause a drop in yardage. A large portion of the recent optimism for an increase in civilian goods production has disappeared, especially in the cotton and rayon fields, as heavy procurement by the government for lend-lease and military purposes continues. Demand for certified colors was routine.

—O-P-D—

Paint Specifications Are Summarized

Recent amendments to government specifications for paints and related materials and preparations, summarized in technical newsletter 31 of the scientific section of the National Paint, Varnish and Lacquer Association, comprise the following:—

Asphalt, varnish, TT-V-51.

Cellulose acetate butyrate, AN-C-89.

Cellulose nitrate, clear for aluminum dope, AN-TT-D-551; dope, clear, AN-TT-D-514; camouflage, 14105C; pigmented, AN-TT-D-554.

Camouflage pigmented nitrate, dope, 14106-B.

Camouflage, enamel, quick drying, 14109-B.

Decalcomania, adhesive, varnish, 14123.

Decalcomania, aircraft, 14118-A.

Zinc chromate, primer, AN-TT-P-656.

—O-P-D—

Bakelite Resin Prices Set by OPA

OPD Washington Bureau

Bakelite Corporation has been permitted by the Office of Price Administration in an order issued October 6 to raise the price of its bakelite paint and varnish resin BR-1330 from 30c. to 33½c. per pound for sales of 30,000 pounds or more.

The increase was allowed by the OPA because the corporation was unable to produce the product at the 30c. price without suffering an out-of-pocket loss. The new maximum prices established for the product are:—30,000 pounds, 33½c. per pound; 15,000 pounds, 34c. per pound; 5,000 pounds, 34½c. per pound; drum, 35c. per pound, and less than drums, 39c. per pound.

—O-P-D—

Missouri Drug Ass'n To Hear E.B. Derr

The Associated Drug & Chemical Industry of Missouri will meet October 13 in the Coronado Hotel, St. Louis. Guest speaker will be E. B. Derr, of the chemical products division of the Aluminum Company of America. He will discuss the use of aluminum as a raw material for drugs and chemicals.

—O-P-D—

Shipping Information

All matter under this head fully protected by copyright

New York Imports

BANANA FLAKES—200 cs, Harold Van der Linde, Ltd
900 cs, R B Hayhoe & Co
2,000 cs, Manufacturers Trust Co
BEEF EXTRACT—300 cs, International Product Corp
LIVER POWDER—300 cs, International Product Corp
BONES—858 bgs, 85,800 lbs, Wilson & Co
194 bgs, 19,400 lbs, Armour & Co
3,164 bgs, 316,400 lbs, National Bank of New York
SHIN—444 bgs, 44,400 lbs, Philadelphia National Bank
THIGHS—1,103 bgs, 110,300 lbs, Philadelphia National Bank
BRISTLES—6 cs, Nawi Noonoo
5 cs, Liberty Title & Trust Co
7 cs, Philadelphia National Bank
76 cs, Stokby Co
CAFFEINE, ANHYDROUS—28 bbls, National City Bank

Textile Chemists Name Membership Group

Patrick J. Kennedy, Chairman of the New York Section of the American Association of Textile Chemists and Colorists, has announced the appoinmen. of a membership committee under the chairmanship of Thomas F. O'Brien, vice-president and general manager of the R. W. Bates Piece Dye Works at Garnerville, New York. Mr. O'Brien is a director of the Silk and Rayon Dyers and Printers Association of America, Inc.

CASEIN—751 bgs, 97,630 lbs, Carl M Loeb-Rhoades & Co
5,650 bgs, 734,500 lbs, American Cyanamid & Chemical Corp
1,668 bgs, 216,840 lbs, F H Paul & Stern Bros
834 bgs, 108,420 lbs, Edmond J Lang
684 bgs, 88,920 lbs, C W Burckhalter, Inc
1,000 bgs, 130,000 lbs, Eugenio Lang
417 bgs, 54,210 lbs, Packing Product Co
3,534 bgs, 459,420 lbs, T M Duche & Sons
3,029 bgs, 393,770 lbs, H S Cramer & Co
9,969 bgs, 1,295,970 lbs, Casein Co of America
13,002 bgs, 1,690,260 lbs, American-British Chemical Supplies, Inc
417 bgs, 54,210 lbs, Paul A Dunkel & Co (New Orleans)
CASTOR BEANS—5,060 bgs, 762,000 lbs, Continental Illinois National Bank
13,540 bgs, 2,031,000 lbs
COCOA BEANS—2,000 bgs, 400,000 lbs, General Cocoa Co
3,900 bgs, 780,000 lbs, Gillespie & Co
1,000 bgs, 200,000 lbs, Little & Christman
20,447 bgs, 4,089,400 lbs, Machardo & Co
14,000 bgs, 2,800,000 lbs, Curacao Trading Co
4,050 bgs, 810,000 lbs, Wessel, Kulenkampf & Co
500 bgs, 100,000 lbs, Kennedy, Butcher & Co
500 bgs, 100,000 lbs, Nieschlag & Co
CORN SYRUP—720 bbls, Mitchell Beck
COTTONSEED MEAL—20,320 bgs, 2,266,353 lbs
42,900 bgs, 4,719,000 lbs, Continental Illinois National Bank
FISH SOUNDS—3 bgs, Merchants National Bank
FLAXSEED—20,781 bgs, 35,718 bush
7,090,000 kilos
GLUESTOCK—26 bgs, Darmstadt, Scott & Courtney Co
GUM, ARABIC—43 bgs, 8,600 lbs, American Cyanamid & Chemical Corp
32 bgs, 4,530 lbs, Balfour, Guthrie & Co
COPAL—1,061 bgs, 156,250 lbs, Balfour, Guthrie & Co
4,520 bgs, 506,240 lbs, Stroock & Wittenberg
2,440 bgs, 274,288 lbs, Gillespie-Rogers-Pyatt Co
3,024 bgs, 338,688 lbs, O G Innes Corp
KARAYA—66 bgs, 13,200 lbs, Gold Medal Haarlem Oil Co
6 bgs, 1,200 lbs, R J Prentiss & Co
6 bgs, 1,200 lbs, Colony Import & Export Co
10 bgs, 2,000 lbs, E Meer & Co
3 bgs, 600 lbs, S B Penick & Co
333 bgs, Paul A Dunkel & Co (Baltimore)
LOCUST—100 bgs, Stein, Hall & Co
TRAGACANTH—1 pkg, Orbis Product Corp
6 bgs, E Meer & Co
4 cs, E Meer & Co
63 cs, Habib Sabat
HAIR, CATTLE—32 bgs, Gillespie & Co
CATTLE TAIL—5 bls, General Hide & Skin Co
19 bls, Brush & Weaving Hair Mfg Co
47 cs, Stokby Co
HOG—26 cs, Dodwell & Co
HORSE—6 cs, F H Cone & Co
8 cs, Corn Exchange Bank & Trust Co
5 cs, A A Kreytman
5 cs, Samuel Zeilin's Sons
KAMALA POWDER—9 bgs, Kachurin Drug Co
MANIOC FLOUR—8,334 bgs
MENTHOL CRYSTALS—8 cs, 480 lbs, Hudson Shipping Co
5 cs, 300 lbs, Gane & Ingram
MINERALS—40 bgs, H R Potter
NUX VOMICA—888 bgs, Volkart Bros
OIL CINNAMON LEAF—2 dms, Volkart Bros
CITRONELLA—1 dm, Gee Lueders & Co
1 dm, Holland Colombo Trading Society
1 dm, Irving Trust Co
LEMONGRASS—10 dms, Volkart Bros
NEATSFOOT—81 tres
PEPPERMINT—6 cs, Gane & Ingram
SASSAFRAS—5 lms, Orbis Product Corp
PYRETHRUM FLOWERS—124 bls
TANKAGE—3,959 bgs, 395,900 lbs, Wessel, Duval & Co
1,191 cakes, Weaver & Hugi
18 bgs, 1,800 lbs, Weaver & Hugi
2,912 bgs, 291,200 lbs, Armour & Co
1,016 bgs, 101,600 lbs, Manufacturers Trust Co
3,538 bgs, 353,800 lbs
1,593 bgs, 159,300 lbs, Swift & Co
1,932 bgs, 193,200 lbs, Charles Hollinshed Corp
11,121 bgs, 1,112,100 lbs, Swift & Co
1,333 bgs, 133,300 lbs, Wilson & Co
1,818 cakes, Riverdale Product Co
CRACKLINGS—3,948 bgs, 394,800 lbs, Wessel, Duval & Co
LIVER AND GLANDULAR—1,074 bgs, Swift & Co
TAPIOCA FLOUR—2,067 bgs
WAX, BEES—23 bgs, Machardo & Co
240 bgs, 34,079 lbs, Guaranty Trust Co
80 bgs, E A Bromund Co
100 bgs, Morteza Khosrovschahi
80 bgs, Silvio Gaguine
200 bgs, Wessel, Duval & Co
492 bgs, Norda Essential Oil & Chemical Co
140 bgs, Lenape Trading Co
202 bgs, Gillespie & Co

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Paint, Varnish, Lacquer Materials

Paint Makers Gratified By Easing of Tension in Several Materials, Despite Continuing Restrictions Elsewhere

Although still lacking definite assurance of a long-awaited liberalization of the paint trade's quota of linseed oil for the concluding quarter of this year, the American paint, varnish and lacquer industries are nonetheless gratified by further easing of the hitherto exceedingly tight situation in castor oil, brought about by a lifting of restrictions on civilian uses for the next three months, and also by additional relief from shortages in Congo resins and casein, resulting from further sizable importations of these materials from their countries of origin.

There has likewise been some amelioration of the position of plastic makers on the score of the availability of several of their raw materials which are being released by the War Production Board in more sizable quantities for other than war uses.

But there are still some flies in the ointment of increasing ease of supplies, generated by additional tension in soda bichromate, required in the production of chrome colors, and in maleic acid and maleic anhydride, needed in the manufacture of maleic resins, which have been added to the list of the War Production Board's allocation controls. Also, there are still some additional obstacles to be surmounted in the growing shortage in manpower and in steel drums and pails, only partially relieved by a recent amendment to Order L-197, which supersedes M-255, providing simplified methods for applying for permissible purchases.

Latest records of the movement of paint materials and supplies designed for civilian use continue to reflect to some extent the recent midsummer apathy. Sales of sixty-two wholesalers for August are reported as having reached $3,541,000, which, while showing a 3 percent increase over their total sales for July, were nevertheless 4 percent below their sales volume for August, 1942. However, for the same month, their inventories have revealed a reduction of 5 percent from those for July to a level 8 percent below those for August of last year.

Price Changes

Advanced

Rosin, gum, 3c. to 17c. per 100 lbs.
Turpentine, s.d., 3c. per gal.

Reduced

Alphapinene, ½c. per gal.
Casein, Argentine, c. & f., ½c. per lb.
Turpentine, gum, ½c. per gal.

Comparative Values

Index numbers compiled from ten typical paint and varnish materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
140.2	140.2	140.2	140.2

Market news that may have developed after this report was sent to press will be found on page 4.

Metallic Lead and Zinc

With domestic production and importations continuing to attain ample proportions, pig lead is still available to the paint industry in quantities sufficient for all the current requirements of the lead oxidizers and other pigment makers. Prices for pig lead have continued unchanged within the week of October 1-8 at 6.35c. per pound in St. Louis and 6.50c. in New York.

Although there is still a moderately liberal supply of zinc ores and concentrates, the hitherto reported shortage of zinc slabs continues unabated. Quotations for zinc slabs have remained unaltered for the week October 1-8 at 8.25c. per pound in East St. Louis and 8.66c. in New York.

Pigments

Blue Lead.—Stocks of moderate proportions have been built up with bodied linseed oil, in the absence of a more liberal quota of pure linseed oil which the paint trade has been eagerly awaiting for the fourth quarter of this year. Civilian account buying continues rather restricted but takings of this pigment for war production account are still running fairly high. Market continues strong.

Lead Titanate.—Civilian interest still running rather light but military account buying is holding up well. Tone firm.

Litharge.—With government buying constituting the bulk of the business in this material, only a small amount of interest is being exhibited on the score of non-essential civilian uses. Prices well maintained.

Lithopone.—A fair-sized volume of buying continues to be recorded on both military and civilian accounts. Tone steady.

Orange Mineral.—In light request from civilian users but still in fairly brisk call from war production contractors. Market holding firm.

Red Lead.—Supply adequate for meeting both military and civilian account orders, of which the former far exceed the latter. Prices stable.

Titanium Dioxide.—Producers still making herculean efforts to satisfy consumers, but deliveries continue considerably behind orders. Although no final decision has yet been made on the subject of the proposed allocation order, it is believed that the War Production Board may agree to exempt from allocation the supply designed for civilian use, remaining after all war and lend-lease needs have been met, on the ground that the producers and other suppliers are best qualified to judge where these remaining stocks should be distributed and the quantities to be allotted to each consumer.

White Lead.—Continues in brisk de-

Paint, Varnish and Lacquer Sales: August

The value of paint, varnish, lacquer and fillers sold in August, as reported by 680 establishments to the Bureau of Census, was $51,059,357. Details of sales reported by these establishments and comparative data for 1942 and 1941 follow:—

	Total sales reported by 680 establishments.	Classified sales reported by 580 establishments: Trade-sales of paint, varnish, and lacquer.	Industrial sales: Total.	Industrial sales: Paint and varnish.	Industrial sales: Lacquer.	Unclassified sales reported by 100 establishments.
1943.						
August	$51,059,357	$23,264,187	$22,902,022	$17,483,866	$5,418,156	$4,893,148
Tot., 8 mos.	$381,638,280	$182,500,698	$162,577,307	$121,462,466	$41,114,841	$36,560,275
1942.						
August	41,105,740	20,187,334	16,748,036	12,077,079	4,670,957	4,170,370
Total, 8 mos.	$367,333,062	$183,958,618	$143,859,868	$106,019,191	$37,840,677	$39,514,576
1941.						
August	48,646,514	23,893,291	20,246,764	14,670,375	5,576,389	4,506,459
Total, 8 mos.	$370,820,719	$188,354,132	$184,311,937	$106,916,492	$41,394,545	$34,155,550

Association Meetings:—

Federation of Paint and Varnish Production Clubs, annual meeting, Hotel Cleveland, Cleveland, Ohio, October 22 and 23.

Current prices on paint, varnish, and lacquer materials are given in the alphabetical list of prices begnning on page 9

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OPD—10-11-1943 81

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Gloss Paints Use Of Oils Increased

OPD Washington Bureau

To relieve difficulties in formulating gloss finish paints, the War Production Board has amended order M-332, its order governing the manufacture and distribution of oils for protective coatings, to permit 2.5 pounds of oil per gallon of paint to be used in manufacture instead of 1.75 pounds. This will not bring gloss paints up to prewar standards, but it is expected that it will make possible the manufacture of a serviceable paint.

mand from war production consumers, although in only light request from civilian use buyers. Prices firmly maintained.

Zinc Oxides. — Though the restrictions imposed by General Preference Order M-11-a continue in force insofar as shipments of lead-free zinc oxide in quantities over a ton are concerned, there are no such limitations on leaded zinc oxide. American process oxides continue to move in fair-sized volume, but movement of French process material is still restricted in the requirement for obtaining priorities for the purchase of zinc slabs. Market holding firm throughout the list.

Fillers and Extenders

Asbestos.—Canadian and domestic materials still moving well. Prices firmly maintained.

Barytes. — Fair amount of interest continues noted in this material. Market steady.

Chalk.—In moderate demand, with supplies adequate for current takings. No change in price structure.

Charcoal. — Producers of softwood charcoal continue reluctant to fill orders at prevailing prices based on the recently fixed ceiling for pinewood charcoal, but are still confident that their price schedule will eventually be lifted to proportions commensurate with those established some time ago on hardwood charcoal.

China Clay.—Continues in fair request. Tone firm throughout.

Diatomaceous Earth.—Moderate interest still manifested in this material. Market steady.

Gypsum.—Still moving in routine fashion. Prices well maintained.

Mica.—With pulverized grades in the lead, virtually all grades of water-ground mica are moving steadily into consuming channels in the paint trade. There also continues a good request for dry-ground grades.

Talc.—Still moving steadily into consuming channels. Trade still awaiting proposed regulation to establish specific ceilings to replace the current prices fixed by maximum price regulation No. 188.

Whiting.—Continues in fairly-brisk request. Prices well maintained throughout the list.

Driers

A keen demand continues for all the stearates, with the booking of orders outstripping current production in some instances. Palmitates, oleates, linoleates and resinates are likewise in unabated request, with a tapering inquiry for soyates and tallates also recorded.

Dry Colors

Alkali Blue.—A slow but steady movement continues to be recorded in this color. Market holding firm.

Bone Blacks.—Continue in good demand with prices unchanged.

Carbon Blacks.—Shipments of all carbon blacks have run to larger proportions within the past month than in August and are now believed to have brought about a further reduction in stocks on hand at the close of September, despite amplification of productive capacity in the plants processing furnace blacks which are being absorbed on a steadily rising scale by the synthetic rubber interests. Lampblacks are also moving slowly but steadily into consuming channels, with prices well maintained.

Graphite.—In light but undiminished request. A new conservation order, issued by the War Production Board and designated as an amendment to Order M-61, has made several minor changes in its provisions, simplifying the wording of the original order, without, however, affecting in any way the operation of that order.

Iron Blues.—Moving in steadily increasing volume into consuming channels with prices strongly maintained.

Lithol Toners.—Continue in moderate request. Tone firm.

Vermilions.—Only a light movement is now reported, and that only on replacement orders. Prices unaltered.

STCO

Ultramarine Blue
Alkali Blue Toner
Dyestuffs
Methyl Violet Toners
Blanc Fixe
Iron Blues
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Lacquer Materials

Butyl Acetate.—to enable producers of butyl alcohol and acetate to accumulate inventories of country corn becoming available with the harvest season, the OPA has amended its butyl alcohol regulation to provide that the maximum prices established for butyl alcohol and acetate may vary in accordance with fluctuations in the base average cost of a 56-pound bushel of corn of 15.5 percent moisture content.

Dibutyl Phthalate.—Orderly shipments being made as allocated by WPB. Prices remain steady.

Ethyleneglycol Ethers.—Monomethyl ether of ethyleneglycol and monethyl ether of ethyleneglycol have been added to the glycol ethers allocated by WPB, effective November 1.

Film Scrap.—Fair demand shown. Use of material somewhat limited by shortage of solvents. Quotations show no change.

Nitrocellulose.—Supplies continue of comfortable proportions. Prices are steady. The production of pyroxylin-coated woven cotton fabrics increased from 4,159,258 pounds in July to 4,192,890 pounds in August, according to the Department of Commerce.

Triphenyl Phosphate.—Moving orderly under WPB allocation. Prices unchanged.

Naval Stores

The naval stores situation continued to be featured by a firm tone. The trend of rosin quotations was still upward in the main, though some of the dark and medium grades were inclined to lag as demand for these descriptions was less active than in the previous week, as a result of recent price increases. On the whole, however, business was reported as good. Soap makers were still buyers and demand from some other important consumers also held up well. The outlook for a considerable increase in soap production in the near future, through a revision of government regulations covering that commodity, was reflected in a more optimistic sentiment in selling quarters, despite the recent price movements. Pale grades continued scarce last week and primary offerings of other descriptions were light or moderate. The statistical position of rosin continued to strengthen through a further reduction in unsold stocks in the hands of government and civilian holders, as well as in primary market supplies. Reports concerning the labor situation were still decidedly unfavorable and predictions were heard that production during the remainder of the season would be likely to show a much more marked decline than for the corresponding period in recent preceding years.

Turpentine.—Purchasing here was apparently limited to comparatively small or moderate quantities, the movement of such lots for the week being reported as fair.

Savannah, Oct. 8.—Following is a rec-

Plastic, Coldwater Paint Sales for August

Sales of plastic and cold-water paints and calcimines reported by sixty manufacturers to the Bureau of Census for August, 1943, were as follows:—

Plastic Paints

	Pounds	Balue
*Total	539,141	$41,129

* Includes paste and dry powder plastic paints which cannot be shown separately without disclosing the operations of individual companies.

Cold-Water Paints

	Pounds	Balue
Exterior, lime or cement-bound	1,617,898	$123,989
Casein-bound	500,597	32,717
Interior, casein-bound paste or semi-paste form	*364,790	413,616
Dry-powder form	1,227,241	118,555
Glue-bound	255,338	10,872

* Gallons.

Calcimines

	Pounds	Balue
Hot-water	1,080,980	$48,342
Cold-water	1,721,520	85,562

Sales of these products for August, 1943, compared with those for the corresponding month of 1942, were:—

		1943	1942
Plastic paints	lbs.	539,141	433,398
	value	$41,129	$35,745
Cold-water paints	value	$699,749	$603,675
Calcimines	lbs.	2,802,500	2,464,312
	value	$133,904	$116,542

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New PLASTICIZERS AND SOFTENERS

Product	Odor	Sp. Gr. 25°C / 20°C	Color Hellige	Solidification Point °C	†Approximate Initial Boiling Point °C	Acid Value mg. KOH/g	Water Solubility	% Volatile in 4 Hours at 105°C	Compatibility Ratio (1:4)
*Butyl "Cellosolve" Oleate (S-817)	Mildly Fatty	0.892	8	<-45	355-360	<2	I	0.03	N/C, E/C.
*"Cellosolve" Ricinoleate (S-816)	Mildly Fatty	0.929	7	<-70	340-345	<1	I	0.14	N/C, E/C, P.V.B.
Cyclohexyl Stearate (S-247)	Weakly Cyclohexanol	0.890	3-4	20-22	330-335	<2	I	1.10	N/C, E/C.
Diethylene Glycol Monoricinoleate (S-138)	Mildly Fatty	0.972	5-9	<-60	325-330	<8	I	3.40	N/C, E/C, P.V.B.
Glyceryl Monoricinoleate (S-125)	Mildly Fatty	0.965	6-8	<-50	High	<7	I	1.20	N/C, E/C, P.V.B. Synthetic Rubbers
*Methyl "Cellosolve" Oleate (S-810)	Mildly Fatty	0.899	9-10	<-40	355-360	<1	I	0.34	N/C, E/C.
*Methyl "Cellosolve" Phthalate (S-806)	Bland	1.175	5	<-45	335-340	<1.5	I	0.56	N/C, E/C, C/A. P.V.B.
*Methyl "Cellosolve" Ricinoleate (S-786)	Mildly Fatty	0.935	7	<-60	325-330	<2	I	0.02	N/C, E/C, P.V.B.
*Methyl "Cellosolve" Stearate (S-787)	Mildly Fatty	0.890	2	21	320-325	<1.5	I	0.24	N/C, E/C.
Tetrahydrofurfuryl Oleate (S-804)	Mildly Fatty	0.923	6-9	2-5	330-335	<1	I	0.05	N/C, E/C, V.A.C.
Tetrahydrofurfuryl Phthalate (S-774)	Bland	1.194	12	<-15	———	<4	I	1.20	C/A, N/C, E/C.

CODES
I—Insoluble
N/C—Nitrocellulose
E/C—Ethyl Cellulose
C/A—Cellulose Acetate
P.V.B.—Polyvinyl Butyral
V.A.C.—Vinyl Acetate Chloride Copolymer

†Determined by the Shriner-Fuson Percolator Cup Boiling Point Tube.

*"Cellosolve" is the registered trade name of the Carbide and Carbon Chemicals Corporation.
"Cellosolve"—Ethylene Glycol Monoethyl ether.
Butyl "Cellosolve"—Ethylene Glycol Monobutyl ether.
Methyl "Cellosolve"—Ethylene Glycol Monomethyl ether.

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ord of the turpentine market for the week:—

	Bulk gallon Cents.	Sales.	Drums Receipts.	Shipments.	On hand.
Saturday*	..	..	...	...	...
Monday	67½	7,300	151	...	37,889
Tuesday	67½	10,050	168	205	37,852
Wednesday	67½	1,050	134	10	37,976
Thursday	67½	1,150	74	101	37,949
Friday	67	1,550	100	31	43,676

* No trading.

Chicago, Oct. 8.—Orders for turpentine are reported in fair volume. Five-drum lots, 80c. per gallon; five wood barrels, 85c.

Rosin.—Business continued to be reported as good here, transactions for the week in some grades being larger than in the previous period. Local stocks decreased.

Savannah, Oct. 8.—Following is a record of the rosin market for the week:—

	Price per 100 lbs. in drums—Low of range quoted *Sat.	Mon.	Tues.	Wed.	Thurs.	Fri.
B	$3.07	$3.07	$3.07	$3.09	$3.09
D	3.35	3.33	3.33	3.36	3.37
E	3.96	3.96	3.96	3.96	3.97
F	4.00	4.00	4.02	4.03	4.01
G	4.01	4.01	4.02	4.03	4.01
H	4.03	4.05	4.05	4.05	4.03
I	4.05	4.05	4.06	4.06	4.05
K	4.22	4.22	4.25	4.22	4.22
M	4.22	4.23	4.25	4.25	4.25
N	4.24	4.25	4.27	4.28	4.28
WG	4.63	4.65	4.67	4.67	4.71
WW	5.08	5.08	5.11	5.11	5.18
X	5.08	5.08	5.11	5.11	5.18

	Drums				
Sales	427	130	378	170	448
Receipts	153	645	249	297	231
Shipments	300	447	668	628	1,177
Stocks	...	...	...	...	63,746

* No trading.

Chicago, Oct. 8.—Rosin demand good. Five-drum lots, B grade, $4.79 per 100 pounds net; G grade, $5.71; M grade, $5.83; W.W. grade, $6.69.

Other Naval Stores

Pine Oil.—Contract movement steady. Increase reported in volume of new inquiries received. Market firm.

Rosin Oil.—Buying interest stimulated to some extent by developments in primary rosin situation.

Tar Oil.—Output moving steadily into consuming channels on contracts and new orders.

Shellac

No further arrivals of shellac have been reported in this market, but provisions have been made for a continuing supply over an extended period of time. This supply has been the result of special negotiations between a shellac authority of this country direct with the shellac industry in the primary market. Meanwhile, because none of this shellac can be used for unessential civilian needs, the importance of substitutes assumes an ever-increasing importance and at this writing the market has such materials which meet a major part of the requirements of a broad section of the civilian consuming trade.

Synthetic Resins

A freer movement of ester gum is noted with the stimulus administered to production by the freeing of castor oil to civilian uses for the next three months. Likewise, there is an improved market for phthalic alkyd resins containing castor oil, which may now be employed in most of the uses where soft oil phthalic resins were heretofore permissible, in view of the steadily rising inventories of oil.

It is also noteworthy that there is growing ease in phthalic alkyd resins containing oiticica oil whose relatively free use for aircraft coatings has recently been approved by the provisions of order M-139. Further relief from tension is similarly being noted in the phenol supply situation. And there has likewise been some easing of the allocation order controlling acrylic monomer and acrylic resins in line with other thermoplastics.

On the other hand, maleic resins, whose prospect for increased production has likewise been advanced by the release of castor oil for civilian use for three months to come, and perhaps for a longer period, has now been cramped by the recent placing of these resins under allocation control.

Varnish Gums

Asphaltum.—There has been no abatement in the call for the various grades of this gum, albeit the demand is occasionally becoming "spotty." A

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further tightening of the supply situation is resulting. Tone strong.

Copal.—A threatened reduction of stocks of Congo copal in the local market to meager proportions, resulting from increased purchasing operations of varnish makers and emulsion paint processors, while replenishment of existing supplies appeared to have been temporarily halted, has now been averted by two new arrivals here within the past week aggregating 11,045 bagfuls, or 1,214,950 pounds, additional of these natural resins. The last previous arrival had amounted to only 3,620 bags, or about 398,200 pounds. The market continues increasingly active and firm.

Glues and Binders

Casein.—With the arrival from Argentina within the past week of 43,808 bagfuls, or approximately 2,891 tons, of acid-precipitated casein, there now appears to be enough of this material available, together with the 3,762 tons previously received in this country from the same source, to meet at least all the most pressing demands of the paper-coaters and plastic paint makers.

Domestic production continues to reach only meager proportions, because of the heavy demand for dried skim milk for other purposes, which has drawn supplies away from casein. The domestic output for August has been estimated by the Department of Agriculture's Bureau of Agricultural Economics at only 1,734,000 pounds, a drop of 43 percent from the yield of August, 1942, and a decline of 66 percent from the five-year August average.

Prices for Argentine casein have been lowered a half cent further per pound to a revised basis of 12c.-12½c., cost and freight. A few sales of domestic acid-precipitated casein continue to be made at the ceiling levels of 24c.-24¾c. per pound.

Glues.—With no abatement in the demand for these adhesives, producers are in an unenviable position, with their output of both hide and bone glues held down by a growing scarcity of raw materials and manpower in their plants, with the result that they are still confronted with a growing backlog of orders. Prices firmly held throughout the list.

—O-P-D—

N.Y. Paint Production Club Adds Members

Twelve additions were made to the membership roster of the New York Paint and Varnish Production Club at the dinner party held by that organization in the Building Employers Building, 2 Park avenue, October 7. The party, which had been arranged by the club's program committee, to replace the cancelled June outing, provided an excellent floor show as well as a delicious repast.

The only business on the evening's agenda was the election and introduction to the assembled diners of the following new members:—

W. H. Weber, C. A. Beaf and W. Gram, all of Sherwin-Williams Company; A. B. Sherry and Peter Kaas, Industrial Finishes Division, Interchemical Corporation; Edwin Eimer, A. Gusmer, Inc.; A. P. Goddard, Dixon Crucible Company; S. Johnson, Congoleum-Nairn, Inc.; J. Curado, W. Hotchkiss Company; J. B. Condrie, Fenimore & Co., S. F. Coneybear, Johns & Marsh, and Justus Hoyt.

—O-P-D—

Steel Shipping Drum Order L-197 Amended

—Continued from page 4

3233), instead of the two or three previously required, and as a result a great reduction in paper work both in industry and in the government will be effected.

The order covers drums, meaning any single walled cylindrical or bilged container with a capacity of 110 gallons or less, including buckets, kits and pails constructed wholly of steel. It does not include cans, gas steel cylinders or any container not usable commercially for transporting or storing commodities. Rejects or second drums are defined as newly manufactured drums which cannot be used for the purpose intended due to defects. The restrictions imposed do not apply to drums constructed of heavier than 14 gauge steel nor used drums constructed of lighter than 23 gauge steel having a capacity of 25 gallons or more.

Butyl Alcohol Makers To Get More Corn

OPD Washington Bureau

To enable producers of butyl alcohol and butyl acetate to accumulate inventories of country corn becoming available with the harvest season, the Office of Price Administration has amended its butyl alcohol regulation to allow for the higher moisture content of this type of corn. Since it is the cost of moisture-free corn which determines the cost of the chemicals made from it, it has been found that the cost per bushel of corn of abnormally high moisture content is not a true indication of the cost of the corn used to produce butyl alcohol and butyl acetate. This change is contained in amendment No. 9 to maximum price regulation No. 37, effective October 4.

—O-P-D—

Hair Lacquers Causing Skin Irritation Seized

OPD Washington Bureau

Seizure of stocks of hair lacquer preparations put out by the Hubere Company and the Parfait Powder Puff Company, both of Chicago, because they have been found in some instances to cause severe skin irritations has been ordered by the Food and Drug Administration.

Agents of the FDA have been ordered to pick up supplies of the Hubere Company products, known as Hubere's Lacquer Pads, in Baltimore, Atlanta, and New York. The product of the Parfait Powder Puff Company, known as Lock-Up, is being seized in Atlanta. The products are preparations used to keep hair set.

Officials of the administration said that until a complete analysis can be made they were uniformed as to the direct cause of the trouble that results in an irritation similar to that brought on by poison ivy, but believe it to be due to a change in the formula of manufacture made necessary by the shortage of shellac which has been the principle ingredient used to give body to such preparations.

Under the allocation program of the War Production Board shellac has been denied for use in cosemtics and the manufacturers have been forced to go to substitute gums and resinous substances.

—O-P-D—

Buy War Stamps

CMP Policy Established On Buying Facilities

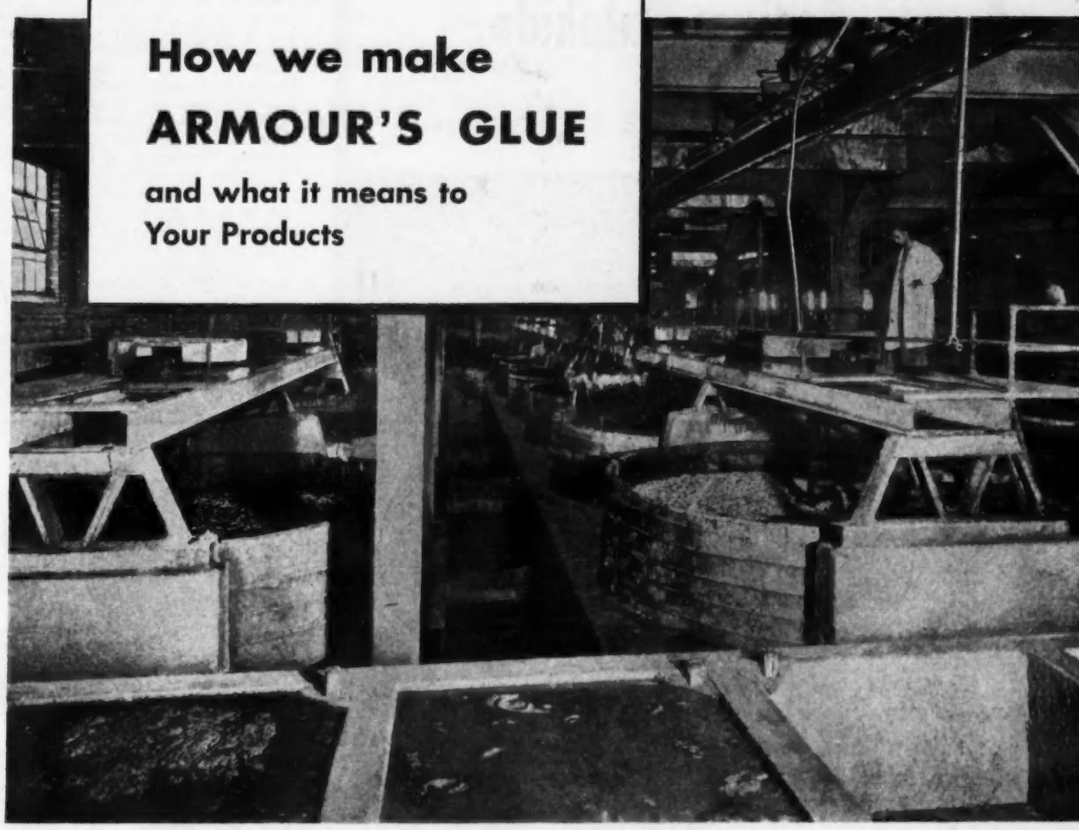
A procedure to be followed by persons desiring to purchase Class A facilities from manufacturers where an allotment of controlled materials is needed but may not be obtained under procedures outlined in CMP regulation No. 6, dealing with construction and facilities, has been established by the War Production Board with the issuance of Direction No. 34 to CMP regulation No. 1. The procedure applies to applications for priorities assistance to purchase Class A products which are machinery or equipment generally carried as capital items on manufacturers' books.

—O-P-D—

Washington Paint Club Elects Flint President

R. S. Flint, of Watkins-Whitney Company has been elected president of the Washington Paint, Varnish and Lacquer Association. Other officers elected were: Vice-president, C. I. Smith, of Smith Company; treasurer, T. A. Flynn, of Butler-Flynn Paint Company and secretary, Edward R. Drake, of the national headquarters staff, re-elected.

How we make ARMOUR'S GLUE and what it means to Your Products



These wash mills clean the raw materials for fine glue

To these giant wash mills comes the limed stock from which Armour's hide glue will be made. In this vitally important second step in the preparation of quality glue, all impurities, all waste material and alkali are removed from the stock.

This process appears simple. It is not. The washing time must be frequently checked, as it varies for each batch of material. The pH value must be most carefully determined. The precise moment when the washing operation has readied the material in the mill for the cooking vat must be charted by laboratory analysis.

Efficient Glue Performance Depends on the Wash Mill

The end function of this process is to prepare hide glue with the qualities you need for your products and processes. Such qualities as correct jelly strength, balanced viscosity, tensile strength, uniformity, toughness and pliability.

Thus the wash mill is an important factor in your use of glue. But it is only one of many scientifically controlled processes that contribute to the quality of Armour's Glue.

At present, demand for certain grades of Armour's Glue is greater than supply. And while we may b unable to supply exactly the grad you want, we will be glad to dis cuss your problems with you wit a view to suggesting more efficien use of the available glue.

We suggest that you investigat the possibilities of Armour's Glu for:

Calcimine	Matches
Barrel Sizing	Abrasives
Container Liners	Printers' Roller
Textile Sizing	Rubber
Use in Dye Vats	Gummed Tape

Clarification Processes

Glue it for good with Armour's

ARMOUR Glue DIVISION

Manufacturers of Hide Glue, Bone Glue, Flexible Glues, Soluble Dried Blood, Blood Albumin

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Natural
Red and Yellow Oxides

SAMPLES ON REQUEST

Formic Acid

Sodium Sulphide

Philipp Brothers
Inc.
70 Pine Street, New York
Boston Hartford Providence

Reconditioned Drum Prices Set by OPA

—Continued from page 4

tioning, both prices based on delivery to customer in accordance with the seller's past practice in handling transportation charges.

"Basic" reconditioning, is defined as inside and outside washing, scraping, painting, drying, inspection for leaks, replacement of gaskets (except in open head drums), and pick-up and delivery in accordance with the reconditioner's customary practice.

"Total" reconditioning, required for containers for finer products and for drums in bad condition, is defined as the performance of the "basic" reconditioning plus any or all of the following services which may be necessary or may be required by the purchaser: de-denting, chaining or tumbling, cooking and soaking, sandblasting or steel brushing, straightening chimes, application of a coating or lining required in food drums (except Heresite lining), and welding of all leaks up to and including one-inch in length or diameter, except chime or flange leaks.

Service Charges

The foregoing ceilings for service charges are applicable through the United States except on the Pacific Coast. For California, Oregon and Washington, ceiling prices of $1.10 per drum for "basic" reconditioning and $1.65 per drum for "total" reconditioning are provided, these higher maximums taking into account higher reconditioning expenses, principally in labor costs, on the Pacific Coast.

The new dollars-and-cents ceilings are for reconditioning service charges performed on used steel drums of 50 to 58-gallon capacity only. Ceilings for reconditioning drums of other sizes and for reconditioning pails and containers continue to be provided by maximum price regulation No. 165.

Ceiling prices for raw unreconditioned used drums of 14 to 16-gallon, 29 to 33-gallon and 50 to 58-gallon capacity by this revision of the regulation were reduced a flat 25c. per drum.

Under the reduction, the ceiling price for a 16 to 20 gauge raw used drum of 50 to 58-gallon capacity is now established at $1 per drum, compared with $1.25 previously, except in California, Oregon and Washington. In those three States the reduction is to $1.15 from $1.40.

Sellers of used drums, other than drums of the 14 to 16-gallon, 29 to 33-gallon and 50 to 58-gallon sizes in 16 to 20 gauge material now are required under maximum price regulation No. 43, to apply to OPA for approval of a proposed selling price. Previously used drums of other sizes were under the coverage of the General Maximum Price Regulation, and ceilings were the highest prices charged by individual sellers during the month of March, 1942.

Service Ceiling

The regulation, with regard to service ceilings, also establishes specific dollars-and-cents additions that may be made to maximum prices for reconditioning services calling for unusual or costly work on some drums, such as welding flanges and replacing bungs, welding chimes, and welding leaks more than one inch in diameter. The total of these extra charges, however, may not aggregate over $1 per drum exclusive of chime welding. These extra charges, too, may be made only when the extra reconditioning service is requested by the customer.

In another pricing change, the deduction from the ceiling price for selling a reconditioned drum, unpainted, is reduced to 10c. from 15c. Issued simultaneously with maximum price regulations No. 43 is Amendment No. 31 to maximum price regulation No. 165. This amendment, which also becomes effective October 12, 1943, exempts reconditioning of used steel drums of 50 to 58-gallon capacity from the price coverage of the services regulation.

—O-P-D—

Sherwin-Williams Company is erecting a new varnish cooker plant in Los Angeles, Calif., at a cost of approximately $2,000.

RAYOX · RAYCAL · SURFEX · DARVAN
PEERLESS CLAY · RAYBAR · RAYSIL
PYRAX · MULTIFEX
THERMATOMIC BLACKS
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RAYOX—Pure Titanium Dioxide
RAYCAL—Titanium Calcium Pigment
SURFEX—Surface-Treated Calcium Carbonate
DARVAN—Dispersing Agent
PEERLESS CLAY—Domestic China Clay

★
Write for Samples

RAYBAR—Titanium Barium Pigment
RAYSIL—Titanium Silicate Pigment
PYRAX—Ground Pyrophyllite
MULTIFEX—Colloidal Calcium Carbonate
THERMATOMIC BLACKS—Carbon Blacks of Low Oil Absorption

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Oils, Fats, and Waxes

Primary Flaxseed Prices Weaker—Linseed Oil Quieter—Animal Oil Allocations Off—General Market Firm

Quieter conditions ruled in all branches of the market for miscellaneous oils, fats and greases last week. Demand for linseed oil fell off and business in various other products also diminished, buyers apparently being disposed to hold off for further developments. The movement on unfilled contracts held up well, however, and with open market supplies in many instances still decidedly slim, the ruling tone continued firm.

Weakness in Northwestern markets for flaxseed, attributed to the pressure of new crop supplies, seemed to account in some measure for the slowing down of trade in linseed oil here although offerings were still comparatively liberal. Marketing of cottonseed, peanuts and soybeans showed a further expansion, but the movement was still below expectations, and arrivals of live hogs in Western centers were also disappointing.

A development of not a little interest was an announcement from Washington of the relaxation of restrictions on the use of castor oil during the final quarter of the current year. Manufacturing consumers may now use this oil for any purpose, and if supplies continue to increase the relaxation may be extended after January 1. Allocations on lard, tallow and fleshing oils were suspended for three months. Neatsfoot and red oil are to remain under allocation and the quantities of these oils which may be used monthly were reduced.

Under the production program for 1944, farmers may be asked to increase the output of soybeans, peanuts and lard, while a decrease is proposed in the production of cotton and flaxseed.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
195.4	195.4	195.4	191.4

Market news that may have developed after this report was sent to press will be found on page 4.

Vegetable Oils

Castor, Dehydrated.—No slackening of contract movement. New business steady. Bean supplies liberal and restrictions on the use of oil have been removed for the final quarter of 1943.

Cottonseed. — Steady inquiry for salad and cooking oils. Offerings light on spot, refiners being sold ahead. Market firm.

Olive.—Offerings still lacking on spot and market quiet though inquiries noted for both imported and domestic.

Palm.—Recent importations noted here of 887 tons and 1,240,848 kilos. Little available on spot and market quiet.

Peanut. — No change in situation from supply standpoint. Crushing of peanuts on the increase, but open market supplies of oil remain light here and in primary centers. Farmers' stock peanuts held at mills and in warehouse at the close of August amounted to 57,821,000 pounds, against 103,034,000 pounds a month earlier and 30,942,000 pounds last year.

Soybean.—Firm at ceilings, with inquiries far in excess of supplies. Movement of beans to the mills still below expectations.

Sunflower Seed. — Local situation nominal in absence of supplies. The third official estimate of the seed production in Argentina was 337,302 tons, or 2.2 percent less than the May estimate. Last year the yield was 645,100 tons. The Argentine government, according to a despatch from Buenos Aires, announced that the United States, acting for the United Nations, has agreed to take all the Argentine exportable surplus of sunflower seed oil. Farmers in the Argentine will be guaranteed a minimum price of $1.76 per 100 pounds for this season's seed crop.

Chicago, Oct. 8.—Vegetable oils quiet. Corn oil, crude, mills, 12¾c. per pound; edible oil, 15½c. to 15¾c. per pound, drums, car lots; 16c. to 16¼c., drums, less car lots. Soybean oil, crude, mills, 11¾c. per pound.

San Francisco, Oct. 6.—Vegetable oil offerings in the main light. Castor, prime cold pressed.—The quotation is 13.5c. per pound in tankcars, f.o.b. Los Angeles; 14.4c. per pound in drums, plus drum cost. Coconut, crude.—At 8c. per pound in tankcars to qualified buyers. Cottonseed, bleachable.—Quoted at 14.15c. per pound in tankcars. Mustard seed.—Nominal. Quoted at 14c. per pound in tankcars. Soybean.—At 12.65c. per pound in tankcars.

Flaxseed

Minneapolis, Oct. 8.—Heavy pressure finally broke the flaxseed market noticeably. Demand holds steady at the decline although there is no particular competition. A large proportion of the movement is from the North, and quality is very good. Southern seed is moving in small volume and quality mostly is poor. Most arrivals are being applied on previous arrived sales made at the ceiling level.

Weather conditions still are very good and farmers are trying hard to finish up their threshing before fresh rains come. This is largely the reason for recent heavy pressure on the market. Farmers have little or no space for storage and deliver their output to interior elevators as fast as these elevators can handle supplies.

Trade in futures is better now that prices are away from the ceiling level. Most of the selling is on stop-loss orders. Crushers are buying on a scale down and seem to want May rather than December contracts.

The week's closing flaxseed price range was as follows:—

	Cash	Dec.	May.
Saturday	$3.00	$2.69⅝	$2.90¼
Monday	3.00	2.94½	2.97½
Tuesday	3.00	2.95	2.96⅝
Wednesday	2.97	2.94⅝	2.97
Thursday	2.97	2.94⅜	2.97⅛
Friday	2.97	2.94¼	2.96½

Crop movement in bushels follows:—

	Receipts		Shipments	
	1943	1942	1943	1942
This week	1,486,500	1,113,000	43,500	74,200
Since Sept. 1	10,064,500	6,385,100	780,500	725,200

Buenos Aires, Oct. 8.—No flaxseed offerings here. Rosario quoted $2.07⅝ per bushel, a decline within a week of 3¾c. Exports this week 945,000 bushels to the United States and 307,000 bushels to the United Kingdom. Visible supply 18,110,000 bushels.

Linseed Meal.—Moderate lots moving from local mills on contracts. Tone firm.

Minneapolis, Oct. 8.—Virtually all of the linseed meal output is taken on old and maturing contracts and crushers have little to sell on track despite their liberal output. They still refuse to commit themselves very freely for deferred delivery and sell their customers only a part of the supply they want for shipment within 60 days. Prices continue to ceiling of $42 for bulk and $45.50 for sacked, f.o.b. Minneapolis in car-load lots.

Shipments of linseed meal in pounds were as follows:—

	1943	1942
This week	12,540,000	9,440,000
Since Sept. 1	61,660,000	59,840,000

Linseed Oil

The markets for flaxseed in the Northwest showed weakness at times and business here in linseed oil was quieter, buyers being inclined to hold off for further developments in the situation. There were reports of a fair movement on unfilled contracts. Quotations were stationary. The decline in flaxseed prices was followed by some decrease in arrivals in the Northwest. The quality of recent receipts is reported to have shown im-

Current prices on animal, vegetable, and fish oils, fats, and greases are given in the alphabetical list of prices beginning on page 9

Rheem
REGISTERED TRADE MARK
STEEL SHIPPING DRUMS
RHEEM MANUFACTURING CO.
Houston, Texas — Chicago, Ill.
Richmond, Calif. — New Orleans, La.
Los Angeles, Calif.
Sparrows Point, Md.
Sydney, Australia
Stockton, Calif. — Portland, Ore.
Birmingham, Ala. — Danville, Pa.
Melbourne, Australia

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Single Pressed and Double Pressed
Available in either cake or flake form
Triple Pressed
IVORY BRAND

STEARIC ACID
OLEIC ACID
(Red Oil)
DISTILLED
FATTY ACIDS
Animal and Vegetable
RUFATS
(Hydrogenated Fatty Acids)
WILSON & CO. INC
WILSON-MARTIN DIV.
SNYDER AND SWANSON ST.
PHILADELPHIA, PA.

RED OIL
(OLEIC ACID)
RUBY OLEINE
BRAND (*distilled*)
STAR BRAND
(*saponified*)
CANARY BRAND
(*very pale yellow, especially suitable for best types of dry cleaners' soaps.*)
PROCTER & GAMBLE
MAIN OFFICES
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220 East 42nd St., New York City
Branches and stocks in all large cities

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MEMPHIS, TENNESSEE
Domestic and Export
PRODUCTS OF COTTONSEED PEANUTS and SOY BEANS
Members—Memphis Merchants Exchange (Futures in Cottonseed Meal)
New York Produce Exchange (Futures in Cottonseed Oil)
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OLEIC ACID
(*Red Oil*)
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TALLOW
LARD OIL
NEATSFOOT OIL
ANIMAL STEARINE
ACIDLESS TALLOW OIL

INDEPENDENT MFG. CO.
Bridesburg P. O. Philadelphia, Pa.

W. C. HARDESTY CO., INC.
41 East 42nd Street New York

RED OIL STEARIC ACID
Saponified — Distilled

HYDROGENATED FATTY ACIDS
(HYDREX)

Cottonseed Oil Fatty Acids
Palm Oil Fatty Acids
Corn Oil Fatty Acids
Specialty Fatty Acids

Glycerine — Pitch — White Oleine

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DIPENTENE
B WOOD RESIN
FF WOOD ROSIN
ALPHA TERPINEOL
TERPENE SOLVENTS
PALE WOOD ROSINS
(All grades from I to X)
LIMED WOOD ROSINS
RESINOUS CORE BINDER
STEAM DISTILLED WOOD TURPENTINE

CROSBY NAVAL STORES, Inc.
PICAYUNE, MISSISSIPPI

provement over earlier arrivals. Importations were noted here of 20,782 bags and 7,090,000 kilos of flaxseed. Government purchases of edible linseed oil in August amounted to 24,057,990 pounds. Farmers in the Argentine will be guaranteed a minimum price for flaxseed this season of 91 cents per bushel.

Minneapolis, Oct. 8.—Linseed oil trade is moderate. Government buying has not been resumed. Paint manufacturers report a big business and want a lot more oil than is allotted to them. Inasmuch as most of the flaxseed being unloaded by crushers was bought at the ceiling level, there has been no change in linseed oil prices.

Shipments of linseed oil in pounds were as follows:—

	1943	1942
This week	7,860,000	4,500,000
Since Sept. 1	36,760,000	26,650,000

San Francisco, Oct. 6.—Linseed oil demand active. Tankcars, 14.5c. per pound.

Cottonseed Oil

The market here for refined cottonseed oil futures continued extremely dull in the absence of offerings. Bid and asked quotations were generally stationary and mainly nominal. The crude oil situation in primary centers underwent little change. The work of gathering the cotton crop appeared to be making rapid progress and the movement of seed to the mills showed some expansion. Although crushing of seed has latterly increased, there was no material change for the better in the open market position of crude oil, offerings still being reported as light and inadequate for demand. There was a good inquiry here for cash refined oil, but offerings were still scarce. Live hogs were active in Western markets at the new ceiling price of $14.75 per 100 pounds, which became effective October 4. Commission houses were reported to be prorating supplies of hogs in the Chicago market, where arrivals were below expectations. The cotton crop was estimated by the government as of October 1 at 11,478,000 bales, against 11,679,000 bales a month earlier. The quantity of cotton ginned to October 1 was 5,757,000 bales.

Prices as follows—

	Cents per pound in tanks— High.	Low.	Close.
March	....	....	14.00@14.43
October	....	....	14.25 bid
December	....	....	14.00 nom.

Cash oil, 13.95c. nom.
Crude, Southeast, 12¾c.

Cake and Meal.—No material increase in primary offerings. Many inquiries. Tone firm.

Memphis, Oct. 8.—Vegetable oil situation unchanged, but buyers acting indifferent towards deferred deliveries. Some not buying for the past 90 days. Cottonseed meal continues in urgent demand. Mills exchanging meal for seed to truck-lot buyers who continue to absorb the daily production. After seed movement is over, think car-lot trade will obtain more shipments of cottonseed meal.

Atlanta, Oct. 6.—Cottonseed is moving freely from gins to oil mills under government regulations. Mills are progressing satisfactorily in their plans for handling the crop. Available oilseed products are firm at ceiling prices.

Margarin Tax Hearing Oct. 26

OPD Washington Bureau

Hearings will begin October 26 before the house committee on agriculture on legislation introduced by Representative Hampton Fulmer of South Carolina, chairman, to repeal all Federal taxes on domestic margarin.

Current federal taxes on the production and sale of margarin range from one-fourth of a cent a pound on sales of uncolored margarin to a $600 a year license fee for margarin manufacturers. The dairy state members are expected to enter strong protests against the measure.

Fatty Acids

Producers continued busy in many cases, with deliveries on uncompleted contracts. Volume of new inquiries good. Ruling tone firm.

Chicago, Oct. 8.—Fatty acids fairly active. Corn oil, double distilled, 14c. to 14½c. per pound, tankcar; coconut oil, distilled, 18c. to 18½c. per pound, tankcar; cottonseed oil, double distilled, 14c. to 14½c. per pound, tankcar; settled cottonseed soap stock, 60-62 percent basis, 3⅞c. to 4c. per pound.

Fish Oils

Menhaden.—Transactions in refined oil apparently limited to comparatively small quantities in absence of any material additions to supplies. Market firm.

Baltimore, Oct. 8.—Delaware menhaden fishing nearing the wind-up stage. Fish moving southward. Florida results still very scant. Crude oil generally sold as soon as produced, a tank or two at a time at the ceiling of 8.9c. per pound.

Sardine.—Fishing results in San Francisco area reported to have shown noteworthy improvement recently. Local market for refined oil quiet and firm. The government reported the recent purchase of 840,000 pounds of crude oil at 8.9c. per pound.

San Francisco, Oct. 6.—The heavy fishing operations outside of San Francisco

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LOW COST - HIGH QUALITY
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have shown some tapering off, but nevertheless the processors' plants have for the most part been remaining busy lately and there were new reports of sales here at the ceiling figure of 66.75c. per gallon in tankcars last week. Monterey production is apparently running behind that of last year, while San Francisco is considerably ahead. The southern California season opened October 1.

Fats and Greases

Grease.—Inquiries numerous, but transactions limited by the inadequate supplies available for prompt and nearby delivery. Contract movement steady. Market firm.

Lard.—Local cash inquiry fairly active. Spot supplies abnormally light. Market firm. Live hogs steady at ceiling.

Tallow.—Situation unchanged from supply standpoint, offerings still being far from adequate for demand. Market firm at ceiling prices.

Chicago, Oct. 8.—Better movement is reported on some of the good grades of tallows and grease. White grease, 8¾c. per pound; stearin, 10.61c.; inedible tallow, prime, 8⅝c.

Animal Oils

Lard.—No increase in open market supplies, as movement into consuming channels on uncompleted contracts continued to absorb bulk of output. Allocations suspended from Oct. 1 to Dec. 31.

Neatsfoot.—Recent importations are noted of 108 tierces. Supplies on spot remain light. Inquiries numerous. Market firm. Allocations remained in effect on neatsfoot oil and the monthly use was reduced to 450 pounds.

Chicago, Oct. 8.—Animal oils quiet. Lard oil, No. 1, 14¼c. to 14½c. per pound; oleo oil, No. 1, 13⅝c. per pound; tallow oil, acidless, 13¾c. per pound, tanks.

Waxes

Further arrivals of beeswax have been reported, the total being 2,309 bags and which will find ready buyers at prevailing prices. Reports currently suggested that beeswax, possibly in combination with other materials, is being used to coat munitions as a protection against damage while in transport to the fighting fronts. The carnauba situation remained in status quo. Plenty of requirements and not a great deal of wax summed up the situation well. No signs of increasing import quotas have risen as yet.

—O-P-D—

Oil Chemists Discuss Results of Research

—Continued from page 3

antioxidant substances and natural vegetable oil antioxidants as stabilizing agents for lard and other fats of relatively poor keeping quality.

Plastic Vegetable Fats

A paper on "Measurement of the Consistency of Plastic Vegetable Fats —A Standard Micro-Penetration Technique," by R. O. Feuge and A. E. Bailey, Fat and Protein Division, Southern Regional Research Laboratory, New Orleans, described a delicate micropenetration method developed to measure the body or consistency of plastic vegetable fats such as shortenings, margarins and confectioners' fats.

Tung Kernels Preparation

The best preparation of tung kernels and seeds for extraction by a continuous process was obtained by reducing them to a medium fine meal between corrugated rolls and passing this material between smooth rolls, it was brought out in "The Solvent Extraction of Tung Oil by a Continuous Process," a paper by R. S. McKinney and W. Gordon Rose, Bureau of Agricultural and Industrial Chemistry, and Angus B. Kennedy, Wolf Company, Chambersburg, Pa. Commercial tung press cake needs no special preparation, it was shown.

Glyceride Oils

In a paper on "Molecular Selection of Glyceride Oils," by S. E. Freeman, Paint Division, Pittsburgh Plate Glass Company, Milwaukee, Wis., it was reported that a process has been developed on a commercial scale for treating vegetable and fish oils of domestic origin to convert them to products useful as replacements for oils now unavailable. Excellent replacements for chinawood oil and perilla oil are being produced commercially. During normal conditions, the process will enable domestic oils to meet a greater diversity of requirements, especially in converting a portion of soybean oil into an excellent replacement for linseed oil.

The method is based upon the selectivity of certain solvents for a particular portion of the oil molecules present in natural oils, thus producing a selection and separation of the oil molecules which are best adapted to specific uses.

'Witcogum' Discussed

"Witcogum," a new chemurgic rubber, was discussed in a paper by C. S. Yoran, W. I. Harber, H. F. Schwarz and S. G. Armato, of Wishnick-Tumpeer, Inc., Chicago, Ill. It was shown that "Witcogum" is a rubber-like material manufactured from linseed oil by Wishnick-Tumpeer, Inc. It has a limited tensile strength and low elongation. Hence it cannot be used in tires. "Witcogum" is offered as a replacement for rubber and reclaim only for certain products which do not require high tensile strength. Some of the products in which "Witcogum" is being used are extruded channels, jar rings, hospital sheeting, hose and tubing, wire insulation, brake linings, stationer's goods, gaskets and grommets.

Drying Oils

"Past, Present and Future of Drying Oils" was discussed by J. C. Konen, of the Archer-Daniels-Midland Company, Minneapolis, Minn. A short review of the history of drying oils from ancient times to the present was given.

—O-P-D—

Animal Oils Allocations Suspended for 3 Months

—Continued from page 7

or the aggregate of the two highest consecutive months of use between January 1, 1943, and July 1, 1943, whichever is greater. Materials in transit are defined as a part of the purchaser's inventory.

The amendment also reduced to 450 pounds the quantity of red and neatsfoot oil which can be used monthly without specific authorization from the Director of Food Distribution. The original order placed these quantities at 2,200 pounds of red oil or oleic acid, and 500 pounds of neatsfoot oil.

—O-P-D—

Oil Meal Order Revised To Aid Animal Feeding

OPD Washington Bureau

A revision of Food Production Order No. 9, effective October 1, to facilitate the distribution and use of oilseed meal and cake for livestock feeding during the 1943-44 season by restricting shipments, sales and inventories and requiring the setting aside of approximately 20 percent of the monthly production of cottonseed, soybean, peanut, and linseed oil meal for distribution under direction of the FPA director, has been announced by the War Food Administration.

The director is authorized also to designate areas into which oilseed meals may not be shipped from mills outside these areas where he determines that transportation facilities would be conserved and the meals distributed more equitably by making deliveries from mills within the designated areas.

The order provides that no cottonseed processor shall sell or agree to sell in less than carload lots a greater percentage of his total production from August 1, 1943, to July 31, 1944, than he sold in less than car lots during the preceding two years, or 50 percent of his 1943-44 production—whichever is greater.

The order prohibits the sale of soybean flour and soybean grits for use as feed. As in the original and amended order, dealers and mixed feed manufacturers are limited to a 15-day supply of meal and cake, and feeders to a 30-day supply.

Inventory limitations do not apply, however, to (1) purchases in carload lots at intervals in accordance with the buyer's usual practice; (2) purchases in quantities of 2,000 pounds or less at intervals in accordance with usual practice; and (3) purchases by any ranchman so as to provide a readily available supply of meal for ranch feeding.

Paint Merchandising Problems Discussed

Present and future selling and promotion problems were discussed at the "Paint Merchandising Forum" of the New York Paint, Varnish and Lacquer Association, held in the Biltmore hotel, this city, October 5. Seven questions, each related to the general one of what can the industry do for itself and its dealers in the current restricted market, were first handled by a panel of five men and then commented on by the audience of fifty sales and advertising executives. Jobber, dealer, salesmen and consumer angles were all presented.

Three-fold consensus was: (1) that the war demands for protective coatings were of paramount importance; (2) that the materials situation, especially oils, makes it extremely difficult to adopt aggressive selling or promotion programs for the present and immediate future; (3) that everything possible must be done to retain trade loyalty and good will, keep salesmen effectively occupied, meet the call for essential civilian operations and develop consumer education.

Sponsored by the publicity committee of the association, the forum was generally considered to have met a need for an exchange of viewpoint and ideas on business-holding and business-building methods. Subsequent sessions of the same group are planned, at which topics evoking the greatest interest will be amplified.

—O-P-D—

Milk Solids Definition Rule Change Approved

OPD Washington Bureau

Approval was voted by the house October 4 to a bill (H.R. 149) to modify the regulations of the Food and Drug Administration to remove the term "skim" from the definition of milk products from which the fat and moisture has been removed. In the future such products would be termed nonfat dry milk solids or defatted milk solids.

—O-P-D—

Tung Oil Output Bigger Than Recorded

OPD Washington Bureau

An upward revision in the statistics on production this year of tung oil from the 1942 crop has been made possible by the unexpected crushing in July and August of a large quantity of the fruit which had been left over at the Crosley mill in Picayune, it was learned September 30.

While the statistics are not complete, government officials believe that the output will amount to approximately 750,000 pounds from the two months' crushings. Added to the 4,664,000 pounds crushed by the end of the second quarter, this will give over 5,250,000 pounds of oil from the 1942 fruit.

Fuels from Coal Pilot Plants Asked

OPD Washington Bureau

Legislation authorizing the Bureau of Mines to construct and operate demonstration plants for the production of synthetic liquid fuels from coal and other substances was reported favorably to the senate for approval October 6 by the committee on public lands and surveys.

The bill (S. 1243), sponsored on behalf of the bureau by Senator Joseph O'Mahoney of Wyoming, was modified in two particulars; first, to require that the fuels produced in the plants are to be disposed of "through regular commercial channels."

—O-P-D—

Vegetable Adhesives Pricing Method Set

OPD Washington Bureau

A method for arriving at a uniform adjusted f.o.b. factory maximum price for vegetable adhesives sold by manufacturers has been established by the Office of Price Administration to replace the industry's present practice of selling adhesives on an f.o.b. factory basis to some customers and on an f.o.b. factory, transportation cost allowed, basis to others.

—O-P-D—

Tin Salvaged From Tubes Tops 1,000,000 Pounds

Approximately 1,000,000 pounds of tin salvaged from toothpaste and shaving cream tubes have been turned in to the nation's stockpile for more than a year, according to W. M. Rose, president of the Tin Salvage Institute.

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OPD—10-11-1943 90

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Thiamin (B_1)	170 International Units
Riboflavin (G)	500 Micrograms

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Niacin	500 to 620 Micrograms
Pyridoxine (B_6)	35 to 85 Micrograms
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In line with our usual policy of giving our customers the benefit of reduced ingredients and manufacturing costs, we have reduced the price of BEE-FLEX TYPE 321, effective September 10, 1943.

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Drugs and Fine Chemicals

Two Glycol Ethers Allocated November 1—FDA Gives Three-Month Suspension Castor Oil Control

Governmental control orders reappeared in the drug and fine chemical market last week—a period in which demand was fully up to all recent levels and in which production was pressed at every point by consuming requirements.

First, certain glycol ethers were put under complete allocation as of November 1, the same being monomethyl ether of ethylene glycol and monoethyl ether of ethylene glycol. Second, the War Production Board also amended its order M-30 so as to permit the importation into the United States from Puerto Rico of ethyl alcohol, tax paid and withdrawn for beverage purposes. The amendment was expected to release several hundred thousand gallons of ethyl alcohol, now stored in Puerto Rico, for export to this country. Third, the Food Distribution Administration released stocks of castor oil from allocation control over the period October 1 to December 31, 1943. This suspension of provisions that had restricted deliveries and sales of castor oils under an allocation scheme was made possible by the fact that inventories of oil had risen from an all-time low early this year to the at present satisfactory level. Maintenance of the current supply position may lead to a further extension of decontrol next January.

Unofficial production figures on ethyl alcohol put the output for the first six months of 1943 at 215,000,000 gallons, which compared with the total of 298,000,000 gallons for the total calendar year of 1942, and 153,300,000 gallons for 1940. In January-June, 1943, the production was alleged to have been 67.5 percent from grain, 17.2 percent from molasses, 12.5 percent by synthetic process, and 2.8 percent from import sources.

Drug store sales in August, according to Department of Commerce data covering 2,291 independent establishments in thirty-four states, amounted to $11,395,399, which was practically the same as in July, and 21 percent up from August, 1942.

Wholesale druggists (117 with aggregate sales of $25,926,000 in August) reported an increase of three percent in volume over July, and 17 percent up from August, 1942. Inventories were up 14 percent over the year.

Alcohol.—Although originating in quarters other than the Federal government, figures purporting to give the production of alcohol in recent months and years were reported to the Mid-American Chemurgic Conference at Cincinnati. They reveal that production from molasses had dropped to but 17 percent of all materials used to make alcohol during January-June, 1943, which compares with 64 percent in pre-war times. The figures follow:—

	Gallons		
	1943*	1942†	1940†
Grain	145,000,000	133,000,000	19,500,000
Molasses..	37,000,000	114,000,000	98,800,000
Synthetic.	27,000,000	50,000,000	35,000,000
Imported..	6,000,000	1,000,000	.....
Total ..	215,000,000	298,000,000	153,300,000

* Six months.
† Calendar year.

During the week, the War Production Board permitted importation from Puerto Rico of ethyl alcohol, tax paid and withdrawn for beverage purposes. Permission was effected by amendment of order M-30, which regulates the distribution of ethyl alcohol and related compounds. Puerto Rican producers, distillers and rectifiers were said to have several hundred thousand gallons of ethyl alcohol in stock, and under the amendment it may be exported to this country.

Amyl Alcohol, Tertiary.—Offerings and prices on this commodity have been withdrawn by the producer.

Butyl Acetate.—By amendment No. 9 to Maximum Price Regulation No. 37, Office of Price Administration on October 4 permitted producers a higher moisture content in the country corn they buy, this for the purpose of enabling the makers to accumulate inventories. The regulation provides that maximum prices established may vary in accordance with fluctuations in the base average cost of a 56-pound bushel of corn of 15.5 percent moisture content. See corn data under Butyl Alcohol.

Butyl Alcohol.—Amendment No. 9 to MPR No. 37 gives to makers of buytl alcohol the same advantages as noted in Butyl Acetate, next above.

The Commodity Credit Corporation on October 4 sent notice to elevators and county AAA agents that the new program of the government to stimulate corn sales was developed because essential industries were in danger of closing down due to lack of supplies. A decrease of 608,000 bushels was shown in the visible supply of corn. Total stocks are 7,406,000 bushels, against 8,014,000 bushels the preceding week and 35,761,000 bushels a year ago. Arrivals at primary markets were 1,122,000 bushels, against 1,079,000 bushels last week and 1,440,000 bushels last year. Shipments of 468,000 bushels compare with 582,000 bushels a week ago and 634,000 bushels a year ago.

Caffein.—Makers of this item will find important meaning in the War Food Administration order that, on October 6, raised the quota level of processors of cocoa beans. Processors' grinding quota for the fourth quarter of this year, and continuing until further notice, will be 80 percent of the amount ground in the corresponding quarter of 1941. This supersended the recent 70 percent limitation.

Castor Oil.—Because castor oil inventories have risen from an all-time low early this year to a satisfactory level at present, and prospects—in view of improved shipping conditions—are for an increasing volume, by amendment to Food Distribution Order No. 32, the War Food Administration has suspended the provisions applying to use and delivery during the period October 1, 1943, to December 31, 1943. During that period manufacturers may use the oil for any purpose up to the limits prescribed in FDO 42 for the use of fats and oils generally. Extension of the provision after January 1, 1944, is likely if the supply of oil continues to improve as expected. The net result of relaxation of allocation control should be the early improvement in the quality of numerous civilian products, including shoes, raincoats, paints, varnishes, and printing inks. Importations of beans last week totaled 2,538,000 pounds, bringing the total imported since January 1 to 208,132,350 pounds.

Chicago, Oct. 6.—Castor oil prices are:—Cold pressed, U.S.P., returnable drums, car lots, 14½c. per pound; drums, less than car lots, 15¼c.; tanks, 13¾c.; No. 3, extracted, returnable drums, 14¼c. per pound; drums, less than car lots, 15c.; tanks, 13½c.

Corn Syrup.—Despite the comparatively low and stable price of domestic corn syrup, goods made in and imported here from American hemisphere sources have reached high totals regardless of an also high cost to the buyers of this foreign merchandise. The cost is about $8 per 100 pounds.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
241.0	241.0	241.0	237.1

Market news that may have developed after this report was sent to press will be found on page 4.

Current prices on drugs and fine chemicals are given in the alphabetical list of prices beginning on page 9

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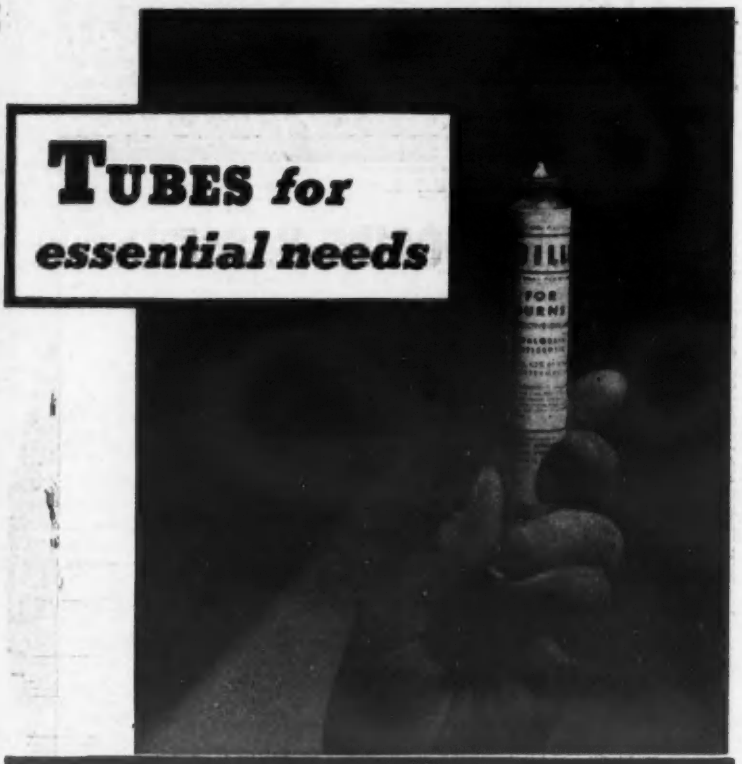

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Diamylene. — Prices have been withdrawn and the producers indicate no further offerings at this time.

Dover's Powder.—Purchase of ipecac for the manufacture of this article is subject to control of the War Production Board, which bode put ipecac under complete allocation as of November 1 next. There is something akin to acute scarcity of the root at this time. Replacement prices have had a great deal to do with creating the shortage.

Ethyleneglycol Monoethylether.—By amendment to its order M-366, the War Production Board on October 4 gave notice that as of November 1, this article shall be under complete allocation. Applications for allotments must be made on or before October 20. On deliveries by any supplier to one person in one calendar month of not more than 410 pounds, specific authorization shall not be required.

Ethyleneglycol Monomethylether.—Under complete allocation on November 1 under terms identical with that on monoethylether except that no specific authorization shall be required for delivery by any supplier to one person in one calendar month of quantities not exceeding 430 pounds.

Fishliver Oils.—Market very firm. California catches of sharks small. Low and medium potency oils at 14c. ceiling; 100,000 units, 18c. to 19c per millions; over 100,000 units, 20c. per million.

San Francisco, Oct. 6.—Vitamin oil market very firm. At Astoria and more northern ports, fair arrivals of sharks are reported, but California catches are low. Low and medium potency oils are posted at the 14-cent ceiling. Up to 100,000 units the quote is 18c. to 19c. per million, with 20c. on oil over the 100,000 range.

Glycerin.—The situation has not changed much locally. Apparently easing of allocations has also eased consumer requirements to some extent but the entire position of the article was one far removed from any major turn of values in favor of the manufacturing consumer.

Chicago, Oct. 6.—Glycerin prices for both chemically pure and high gravity are:—Tankcar, 18c. per pound, tankcar: 18¼c., drums, car lots; 18¾c., drums, less than car lots.

Menthol. — Although considerable quantities of crystals have arrived from foreign parts, attempts to find unsold stocks were without success and hence the position was as tight as ever. Cables from the supplying source said that there would be less material offered in the future.

Milk Powder.—Purchases made by the Food Distribution Administration September 24 to 30 totaled 2,906,780 pounds of spray process skimmed milk powder; roller process, 2,069,035 pounds.

Papaverine.—Scarcity of the natural product was pronounced and when the synthetic product is introduced a ready market for the product is expected. Meanwhile, the hydrochloride is priced at $7 per ounce in 100 ounce lots; smaller lots, $7.05 to $7.25; sulphate, $7.10 to $7.35.

Quinine.—Despatches from Melbourne, Australia, dated October 2 and authorized by the Netherlands News Agency, say Japan is hunting feverishly for a quinine substitute, probably anticipating their eventual loss of the cinchona bark plantations of the Netherlands East Indies. A recent Japanese statement said that in Sumatra there had been "discovered a medicine concocted from a plant, cassia mata, found abundantly in Sumatra" and which had proved to be a quinine substitute. Examination of references works on botanical plants fails to disclose "cassia mata." On September 28 the Tokyo radio claimed that quinine production at Bandoeng had risen to 172 percent of the pre-invasion output. News that originates in Japanese sources is overwhelmingly suspect. But it might be well for the United States authorities to recall that Japan had large cinchona tree plantations under cultivation on the island of Formosa and thereby prepared against the time when United Nations shall capture that island which Japan stole from China. Wonder if the high voltage line which Japan strung across Formosa to keep the head hunters back is still doing duty?

Quicksilver.—Market generally very quiet. Production is likely to drop in the Pacific Coast area during the months ahead but no shortage of metal should result since the stragetic stockpile is considered adequate to meet any emergency.

San Francisco, Oct. 6.—West coast producers admit apex in the market and production reached. Diminishing interest on the part of the government towards purchasing expected. The tone here is easier.

—O-P-D—

Medical Care Program Discussed

—Continued from page 7

No Universal Plan

Such programs as the Wagner bill typifies proceed largely on the lack of relevant information by the public, Dr. Fishbein said. The government has the inside track in appealing to the public and is spending much money in that connection. He felt that the Wagner bill's introduction was not propitiously timed. He declared that the economic solution of the problems of adequate medical care was most difficult. The Kaiser plan faced varying abilities among different industries to finance it. Any prepayment plan was merely a "not-yet" experiment, in his opinion, and there is no single plan which will be satisfactory for all America. Government assistance will somewhere be necessary to straighten out inequalities among the several States, but complete Federal control is neither necessary nor desirable. Dr. Fishbein poses, so he said, the question, How would you like to have your doctor ordered by your OPA board? he asks how civilians would adapt themselves to the prerequisites of the army medical system. Most people want to be insured, but only against catastrophic illness. He felt that the National Physicians' Committee would find the answer by way of its scientific study of the fundamentals involved.

The drug industry has a particular stake in the problem of medical care, Dr. Fishbein said. Doctors will be necessary under any system, but many things associated with their functioning—research and so on—will have no individual existence under some systems.

The proceedings of the afternoon session, comprised a statement by Dr. Cary; the financial report of Dr. George H. Coleman, N.P.C. treasurer; and reports on educational and survey work by John M. Pratt, N.P.C. administrator. These were supplemented by comment on profession-industry cooperation by John G. Searle, of G. D. Searle & Co., president of the American Drug Manufacturers Association, and a symposium led by S. DeWitt Clough, of Abbott Laboratories.

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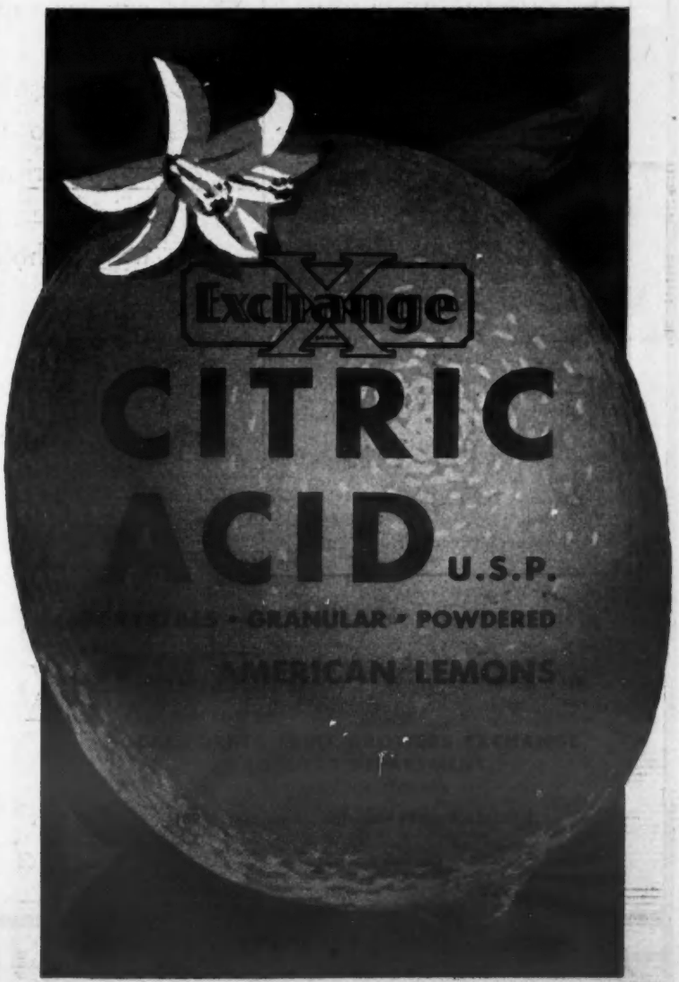

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Dealers reported some improvement in botanical medicinal drugs last week. The market was far from being broad, nor was it generally reported that individual items were bought in large quantities. But trade was some better and the market showed strength.

The situation in domestic drugs was acute. Definite shortages prevailed throughout the entire list and special shortage in stocks was declared to exist in aletris and helonias roots, blood and skunk cabbage roots, select sassafras bark, and alkanet root. Against this short supply situation was a heavily long position for rhubarb root imported from India. Plenty has reached this country but it cannot be sold because the revision committee of the U.S.P. will not revise the U.S.P., monograph to permit the sale of this Indian root.

Foreign markets are usually thought of as being more or less effectively cut off from the United States but the fact is that there are still points from which certain merchandise is offered regularly for shipment. For example, offerings of aconite root, juniper berries, linden flowers, sage, red squill, thyme and uva ursi leaves are being made from Spain; Nux vomica, senna, stramonium and valerian from India; elder berries, ergot, laurel leaves and orris root from Portugal; hembane from Egypt; and quassia chips from Jamaica. And considering the times and conditions, the prices asked on such offerings do not appear to be prohibitive.

Balsams

Peru.—Not especially active but maintained in firm price position.

Tolu.—Jobbing business very good and sufficient to keep prices steady.

Barks

Cocillana.—Seasonal activity causes the market to improve as to inquiry, and buyers find sellers maintaining a relative strong position.

Cottonroot.—The supply is far from excessive and sellers take a distinctly firmer view on prevailing prices.

Elm.—Business should be better than it is; seasonal movement is due. Stocks of conservative size exist, but they were obtained at a fairly high cost than makes for strength in spot quotations to consumers.

Sassafras.—Market on select bark ranging 45c. to 55c. per pound. Less than the normal pre-Winter reserve is reported, mainly because of the labor insufficiencies in the collection areas during the past Summer.

White Pine.—Inability to get all the raw material required has caused a sharp curtailment in deliveries not only of the bark but also of white pine compound.

Beans

Calabar.—Needs being fairly well met, but there is certainly no surplus material on spot.

Vanilla.—Some say that there has been an improvement in new-crop expectations on Mexican beans. Reports suggest a total production of approximately 200,000 pounds, which, if realized, would raise the crop figure of last year by some 25,000 pounds. For some reason or other, these early season forecasts have a way of being wide of actuality when the crop is actually in.

Berries

Fish.—Not much demand and also no excess of new-crop supplies. Firm.

Hawthorn.—Virtually extint on this market. Purely nominal in most respects.

Flowers

Calendula.—Token stocks are believed to exist, but it has been a long time since the stocks of genuine material have been replenished.

Elder.—The collection of domestic flowers was none too plentiful and reserves are considered to be substantially less than normal. Present transactions are along jobbing lines.

Pyrethrum.—Importations of 225 bales of flowers noted. All earmarked for distribution and processing under orders from Federal authority.

Saffron.—The stronger and higher price position occupied by Spanish flowers during the past fortnight continued unchanged and without sign of wavering. It appears that import costs fully justify the prevailing asking price for spot goods.

Price Changes

Drugs

Advanced

Aletris root, 15c. per lb.
Sassafras bark, select, 5c. per lb.
Squill root, white, 4c. per lb.

Reduced

Colocynth pulp, 5c. per lb.

Spices

Advanced

Clove, ¾c. per lb.
Fennel seed, Indian, ¼c. per lb.
Paprika, Portuguese, extra fancy, ½c. per lb.
Pepper, red, chillies, Carolina longs, 1c. per lb.
Sunflower seed, large, 1c. per lb.
medium, ½c. per lb.

Reduced

Cumin seed, Cyprus, 1½c. per lb.
Mace, West Indian, 2c. per lb.
Oregano herb, ¼c. per lb.
Sage, Spanish, ½c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
265.6	264.1	261.3	263.3

Market news that may have developed after this report was sent to press will be found on page 4.

Gums

Aloe.—Strongly placed as to Curacao gum, but moderately easier as to the goods imported from South Africa.

Arabic.—No further price decline in a dull market. Plentiful stocks reported now in hand and there seems to be no undue trouble in the matter of further replacements. Conditions favor buyers.

Locust Bean.—Moderate quantities which arrive are usually earmarked for immediate despatch to consumers. Stocks remain low.

Mastic.—The primary market from whence this article comes is just north of the Dodecanese islands which the British seized recently and from which Germans are trying to dislodge Tommy Atkins. Hence, the source is still in the hands of Germans and the time when replacement shipments might begin will await the conquest of the island of Chios by British forces.

Tragacanth.—An arrival of 160 bags was noted. A firm market undertone prevailed with demand doing very well and supply remaining on the conservative side.

Herbs and Leaves

Belladonna.—Indian leaves at $1.40 per pound contrast with domestic atropa at $1.30 to $1.35.

Henbane.—Goods offered for import at prices considerably under the price of domestic, strictly U.S.P. material.

Marjoram.—Holding very firm at all points, with demand irregular most of the time last week.

Oregano.—Prices shaded to 14¼c. to 14¾c. per pound in slow market.

Sage.—Spanish material reduced to 27½c. to 28½c. per pound, spot. This

Current prices on botanical drugs, spices, and gums are given in the alphabetical list of prices beginning on page 9

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price is not out of line with the offering price on replacement merchandise.

Miscellaneous

Colocynth Pulp.—Recent arrivals have served to improve the stock position and to ease prices. Offerings were noted last week at 75c. to 80c. per pound.

Ergot.—The situation abroad that recently caused a flurry in local prices seems to have passed and the leading sellers continued to maintain an evenly balanced and completely stable price position.

Guarana.—So far as known, spot offerings were lacking. Believed that the primary market is consuming much of material collected. Has a high caffeine content.

Papain.—Holding unchanged but rather unsettled under the influence of recent additions to spot stocks, additions that revived a substantial amount of competition.

Roots

Aletris.—Market about 90c. to $1.25 per pound, with little available at the inside price and virtually certain to disappear at an early date. Supplies have rarely been so small.

Alkanet.—Most important factors reported stocks to be exhausted, and hence all prices withdrawn.

Blood.—Orders were in the market last week and could not be filled. Practically no root was collected this Summer.

Helonias.—Collections were very bad, and, although quotations at $1.15 to $1.35 per pound were noted, they were not backed by much stock at either end of the range. In fact, $1.15 appeared to be a nominal quotation.

Rhubarb.—There is plenty of Indian root in this country, but not a pound is available for consumer transactions. It has proven impossible to get the imports released, since the goods are not USP. Understood that the position taken by the USP revision committee prevents sales.

—*Continued on page 104*

—O-P-D—

Buy War Bonds

Rotenone Control Program Studied

—*Continued from page 7*

form. Coincident with this phase of the program directions were issued October 2 to manufacturers by the Chemicals Division of the War Production Board specifying the size of packages in which rotenone insecticide may be packed for the coming season.

The directions were issued at this time in order to make the program known to industry as soon as possible and thus eliminate the confusion that could result if they were withheld until the rotenone conservation order, M-133, was amended to include the entire program. The amended order is not to be issued until the War Food Administration has completed formulation of the program and transmitted it to the WPB.

—O-P-D—

FDA Field Organization Revision Announced

OPD Washington Bureau

Changes in the field organization of the Food Distribution Administration have been announced by the War Food Administration. Effective immediately, the territory formerly covered by the Rocky Mountain and Midwest regions is being reassigned to the Great Lakes region with headquarters at Chicago, Ill.; to the Pacific region, with headquarters at San Francisco, and to the Southwest region, with headquarters at Dallas, Texas. The consolidations are to be effectuated by December 1.

This reorganization of FDA's field structure reduces the number of regions from seven to five. The Northeast region, with headquarters at New York city, and the South region, with headquarters at Atlanta, Ga., retain their present boundaries.

—O-P-D—

Chemical Fireproofing Service is the firm name under which C. B. Farneau has published an intention to conduct business at 1046 South Olive street, Los Angeles, Calif.

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Essential Oils and Aromatic Chemicals

No Carryover of Lemon Oil Predicted Unless Labor Supply Be Increased—Swing from Peppermint

Reports concerning business in essential oils and aromatic chemicals indicated that practically every quarter in this market was very busy. The basis of the "busyness" varied rather widely but activity was present and the market undertone remained very firm.

Some found excellent demand for prompt deliveries of substitutes, or replacement, materials. The quantity of such merchandise now being marketed is very large and production of the same has increased the consumption of many old and new basic raw materials. The sale of fractions remaining from various distillation operations has mounted steadily for a long time.

Others reported good business in basic natural or chemical products, most of which were reported in subnormal supply and the prices for which showed marked strength. Essential oils proved to be the supply angle which has been hit hardest, although the supply of synthetic aromatics made from coaltar derivatives was kept moderate by the inability of manufacturers to get larger allocations of their basic raw materials.

Lemon oil continued in exceptionally tight position and it was predicted that there would be no carryover at the end of the year when the new crop season begins. Peppermint business was still under the blight of officially controlled prices at levels which are alleged to yield insufficient profits. In fact, some said net profits could not be shown at dealers' ceilings. One important factor said he was out of the peppermint distribution business until a net profit could be made. Demand for orange oil has been improved by the crisis in peppermint and some think there may be a measure of permanency in the shift from peppermint.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
247.0	247.0	246.3	283.0

Market news that may have developed after this report was sent to press will be found on page 4.

Essential Oils

Angelica.—Offerings of seed oil reported made from North Africa. Practically no spot oil of any sort available.

Bois de Rose.—No further easing of prices. Situation actually called basically firm based on the supplies available here and in the primary market, plus the cost of replacement goods and the quantities offered for export.

Cananga.—Although the supply is not large, it is fairly well distributed locally and available on a price basis that is not only firm, but also rather wider in range than in ordinary time. Not much call.

Juniper.—Berry oil available on spot now is usually the product of domestic distillation—which product is definitely different from the oil formerly imported. An offering of oil made from *Juniper Communis* berries reported available for shipment from North Africa at $25 per pound.

Lemon. — Additional reports of shortage of lemon oil and tightness in the matter of deliveries developed last week. One quarter went so far as to state that there would be no carryover into the new crop season on the Pacific Coast. Against this was a further report that suggested the possibility of larger quantities of oil resulting from the production of large amounts of lemon juice for delivery to the Food Distribution Administration, probably for armed forces and lend-lease operations. More production of juice was said to provide more lemon peels for oil making purposes. However, all angles of the production situation finally come up against the availability of labor. War plants have drained labor supplies drastically on the Pacific Coast, high wages in shipyards, for example, being more than lemon oil producers could compete with. Producers say there is no shortage of lemons, but only a shortage of workers. Meanwhile, any kind of a shortage keeps prompt delivery oil stocks at a level making rationing absolutely necessary.

Peppermint.—Nothing in the price situation on peppermint oil would encourage the dealers and the consumers they supply to continue major distribution and use of that article, says the trade in most instances. Dealers find the margin of "profit" distinctly discouraging and consumers find prevailing prices to them high enough to develop a trend toward other flavors —orange, for example. One prominent quarter went so far last week as to say that "we have gone out of the peppermint oil business until such time as we can get oil to sell at an actual profit and not one solely of the paper kind." And this was one of the few dealers admitting, in the previous week, to the ownership of peppermint oil actually in his warehouse.

Rue.—Quotations were distinctly painted with the color of prices in name only. Two quotes were noted, one at $8.25 and the other at $10.

Sage.—A spot parcel of clary sage was reported available at $28 per pound. Most dealers had no sage oil of any sort to offer.

Snakeroot.—Replacement of this article has been hampered by the unavailability of raw material supplies. At the moment and for the time being the market is clear of supplies.

Spearmint.—Far less tension is noted in the position of this article than prevails in peppermint, though production rests in practically the same hands. Ceiled at $3.50 per pound for the farmers and $3.75 per pound for dealers, the article passed through a very quiet week.

Sweet Birch.—A market of average activity proved sufficient to support a price position of $3.85 to $5.75 per pound for northern and $2.50 to $5 for southern oil.

Tansy.—The production was believed to be less than the normal in recent years. Although distribution of stocks was not broad, it seemed sufficient to cope with the at present not substantial demand.

Thyme.—Stocks proved to be in excellent shape and more can be brought in as needed without too much difficulty. Prices remained steady and demand was still somewhat jobbing in character.

Vetiver.—Stocks available on spot were restricted to odd lots held at strong, high prices—such as $25, $27.50, and $30 per pound. Apparently it was Java oil that was so quoted, but there has been no replacement direct from the primary market since the Nips moved in.

Wintergreen.—Demand showed moderate improvement, giving prices a firmer undertone and making for additional strength to market undertone as the result of replacement offerings which had to be bought to replenish some reduced spot holdings.

Wormseed.—Dealers usually featuring this oil are holding off from indicating market values. It is pointed out that the article is a "farmer" oil and, hence, afflicted with some of that

Current prices on essential oils and aromatic chemicals are given in the alphabetical list of prices beginning on page 9

Mr. Robin is a man of great personal charm. A student of languages who received his Philology degree from the celebrated University of Leige, Mr. Robin speaks 8 languages fluently . . . used this great attribute to pattern a great sales career in export markets. His travels have been world-wide. This and his knowledge of customs and business methods in many lands are among the reasons for the outstanding growth of MM&R's export sales.

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sort of trouble that hit peppermint and spearmint some time back.

Ylang Ylang.—No Manila oil was known to be available. There was a fair holding of Bourbon material, but prices ranged all over the lot, no two dealers with oil in stock being more than moderately close in quotations. The range was $11 to $17.50 per pound, according to dealer.

Aromatic Chemicals

Benzaldehyde.—Insufficient production keeps output of other aromatics under wraps. Strong position in all respects.

Benzyl Compounds.—Since the supply of raw material is definitely limited, production of enough derived aromatics is proving impossible. Demand was good, but was met usually on a "part-time" basis.

Cinnamic Alcohol.—Not too plentiful and definitely strong in price.

Coumarin. — Production taken up promptly, leaving little surplus supply.

Ethyl Vanillin.—Consumers take up production promptly and in excellent volume. The situation is close to being tight in some quarters.

Eugenol. — Reserves moderate to light. Undertones firm. Prices strong.

Linalyl Acetate. — Creation of a backlog of reserves proves difficult. Situation remains firm to strong as demand holds good.

Methyl Salicylate.—With producer and distributor prices now ceiled officially, black market operations are expected to sink low and, possibly, disappear. Uncontrolled resales had been made as high as $1.30 per pound against the producers' minimum of 35c. since 1938.

—O-P-D—

Boston BIMS Golf

BIMS of Boston held its final golf outing at Woodland Country Club, September 30. Low gross was won by Peter Forsman of the C. H. Forsman Company; low net, M. E. Nourse of Howe & French, Inc.

—O-P-D—

L. B. Dobie, of Bristol-Myers Company, has been appointed a member of the scientific advisory committee of the Toilet Goods Association, Inc.

Erwin, Wasey & Co. Names Miss O'Brien to Post

Miss Florence R. O'Brien has been appointed vice-president of Erwin, Wasey & Co., advertising agency, to direct creative advertising on the agency's drug and cosmetic accounts.

Associated for many years with the late Charles Johnstone, in the early development of drug and cosmetic advertising techniques, Miss O'Brien has had long experience in the creation and testing of drug and cosmetic advertising and the merchandising and marketing of these products.

—O-P-D—

Axman Gets Silver Star

Sergeant Julius Axman, this city, formerly with Standard Synthetics, Inc., essential oils, New York, has been awarded the medal of the Silver Star for brave and brilliant work in Sicily. Sergeant Axman is paratrooper.

—O-P-D—

T.G.A. in New Quarters

The Toilet Goods Association is now located in new offices in Room 1427, Time & Life building, 9 Rockefeller Plaza, New York 20, N. Y. The telephone number remains the same, COlumbus 5-5443.

—O-P-D—

Custer in Navy

Edgar A. Custer, who has been affiliated with F. W. Berk & Co., this city, has been commissioned a lieutenant (j.g.) in the Navy. He has been assigned to special studies at Cornell University.

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Petroleum Derivatives

Makers of Aromatic and Other Naphthas Switching From Xylol to Toluol and From Pure to Motor Benzol

War Production Board's latest measures for conserving supplies of benzol and xylol, in order to assure adequate quantities for such distinctly war program products as aviation gasoline, synthetic rubber and munitions, are having notable repercussions in several departments of the petroleum derivatives industries, especially in those engaged in the production and marketing of high-solvency aromatic and other naphtha solvents.

As a result of WPB's new conservation measures along these lines, processors of the high solvency aromatic naphthas under allocation, who had hitherto been using petroleum xylol in the form of xylene as their basic material in making these solvents, are now being requested to use for this purpose a substitute mixture, 25 percent toluol and 75 percent xylol, while producers of some of the other solvents, heretofore employing pure benzol in their manufacturing operations, have been informed that after November 1 they will have to have recourse to motor benzol, unless they require the pure benzol for the making of rubber solvents, dewaxing solvents, rubber adhesives or extraction oils.

Aside from authorizing an increase of 20 cents per barrel in the premium price of Franklin heavy sand crude petroleum, produced in Venango County, Pennsylvania, which will not be reflected in higher prices for derivatives, OPA has made no further moves toward lifting price ceilings on crude oil, remaining steadfast in its refusal to grant a general upward revision of prices to the extent of 35 cents per barrel, as requested by the Petroleum Administrator and the independent producers, despite the presentation of many new arguments in favor of such a move, as affording a greatly needed incentive for intensified search for new sources of supply amid rising costs of such exploratory operations in hitherto unproven fields.

Meanwhile, independent refiners, particularly those in Pennsylvania and the Middle West, are experiencing great difficulty in obtaining adequate supplies of crude oil.

Price Changes

Advanced

Crude petroleum, Franklin heavy sand field, Pennsylvania, 20c. per bbl.
Gasoline, 70 and 72-74-octane, California, ¼c. per gal.
Kerosene, 41-43 and 42-44 water-white, Oklahoma, ¾c. per gal.

Reduced

None

Market news that may have developed after this report was sent to press will be found on page 4.

Solvents and Diluents

Aromatic Solvents.—In line with its new policy of conserving supplies of xylol, for use in the making of certain munitions, wherein toluol was formerly employed, the War Production Board is now allocating to processors of the high-solvency aromatic naphthas, which have been under allocation control for more than a year, a mixture of petroleum toluol and petroleum xylol, to serve, in the form of a xylene compound, in place of the erstwhile xylene, made from pure xylol, as the new base for the manufacture of these allocated aromatic solvents. The xylene mixture, thus introduced into the refineries, for the making of these allocated aromatic solvents, is 25 percent toluol and 75 percent xylol in its composition. It is deemed probable that the percentage of toluol in this mixture will soon be increased. Prices firmly maintained throughout the list.

Cleaners' Naphtha.—Still in keen request on all scores, with a sizable quantity moving steadily into both military and civilian accounts. Tone strong.

Lacquer Diluent. — Buying movement still reaching a considerable volume. Market holding firm.

Mineral Spirit. — In undiminished demand, with sizable shipments being made of virtually all grades. Prices strongly held.

Rubber Solvent.—Special exemption from WPB's contemplated ban on the use of pure benzol, effective November 1, has been granted to makers of all rubber solvents, with the result that these processors are undisturbed by the shutdown on use of this primary petroleum derivative for other uses and the consequent turning of those affected by it to motor benzol as a substitute. Producers of synthetic rubber continue to swell their takings. Market strong.

Stoddard Solvent.—Buying interest and movement still reaching goodly volume. Not affected by WPB's November 1 stopping of use of pure benzol, as this solvent comes within the category of material in making which pure benzol is permitted. Buying of this solvent continues extensive on military account and only a little less so on civilian account.

V.M.&P. Naphtha.—Paint trade still buying steadily of this solvent, with war production contractors leading in the purchases. Prices firmly held throughout.

Markets at Other Centers

Chicago, Oct. 8.—A quiet but firm undertone pervades the market for solvents and diluents in this center. Activity is largely routine but there is sufficient buying interest to keep the situation from becoming apathetic. Takings by the paint industry are quite substantial.

Los Angeles, Oct. 8.—Opinion is current here that, barring unforeseen developments, the squeeze in solvents and diluents will henceforth give way to a leveling off in the demand. In fact, one producer of these petroleum specialties on the Pacific Coast states that this condition is rapidly approaching.

Tulsa, Oct. 8.—Because of the unabated government requirements for the chief components of aviation gasoline and synthetic rubber, which is still diverting a considerable refinery capacity in this area, production of solvents and diluents continues to be held down to relatively small proportions. With operations thus limited, the market here manifests a strong undertone.

Lighter Fractions

Butane.—So extensive is the drain upon supplies of this hydrocarbon, occasioned by the seemingly insatiable call for components of high-octane gasoline, that there is little of this liquefied gas available for civilian use in home or industry. Market holding very firm.

Heptane.—Still moving steadily into consuming channels. Tone strong.

Hexane. — Continues in moderate inquiry. No change in price structure.

Octanes.—Buying interest keeps up well. Prices well maintained.

Pentanes.—While buying for civilian account is expanding, the bulk of the purchasing at this time is confined to satisfaction of military demands.

Propane.—War production contractors continue the largest purchasers with the result that the market is swept clean of all except a modicum of offerings which is being snapped up by civilian consumers. Market holding firm.

Markets at Other Centers

Chicago, Oct. 8.—Continued pull on available supplies of the lighter hydrocarbons is a prime feature of the market for these liquefied gases, in which sellers are finding themselves unable to keep up with all demands currently registered.

Los Angeles, Oct. 8.—The market for liquefied gases in this area is still holding steady, with no particular change in the picture. High-octane gasoline manufacture is taking up the bulk of the supplies. Private consumption continues held down to whatever producers are able to release, which lately has been far from sufficient.

Tulsa, Oct. 8.—A brisk call continues to be reported for all the lighter hydrocarbons, with orders pouring into the market greatly in excess of the available supply. Market holding resultantly firm.

Petrolatums and Waxes

Amorphous Waxes.—Still in moderate request, with supplies sufficient to take care of routine orders. Market steady.

Paraffin.—Demand for virtually all the high-melting-point waxes keeps mounting and there has been no further easing of the exceedingly tight supply situation in crude scale, semi-refined and fully-refined grades other than that mentioned a week ago, when some of the hitherto unobtainable grades above the 133-135 A.M.P. description became available in small amounts in a few quarters.

Petrolatums. — A steady movement is recorded in U.S.P., veterinarian and technical grades. Prices are being well maintained on the basis of the levels reached in the markups of last July from the readjusted schedules of last November. Some producers and suppliers are still experiencing difficulties in obtaining reasonably speedy returns of their old steel drums and in making entirely satisfactory shipments in fiber drums and other containers to which they have had to have recourse when deprived of supplies of new steel drums.

White Mineral Oils.—Both technical and U.S.P. grades continue in lively request with supplies adequate for current needs. Tone steady.

Markets at Other Centers

Chicago, Oct. 8.—The buying movement continues at a reasonably active rate in virtually all grades of petroleum waxes and petrolatums. Suppliers have been unable to meet all requirements. Tone firm all around.

Los Angeles, Oct. 8.—A steady demand for high-melting-point paraffin remains as consistent and insistent as ever, with supplies wholly inadequate for meeting it.

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Current prices on petroleum derivatives are given in the alphabetical list of prices beginning on page 9

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Fuels and Lubricants

Crude Petroleum. — Simultaneously with the announcement of a drop in the daily average production of crude oil for the week ended October 2 there has come a report on new drilling showing that completions of wells in the same week have totaled 365, of which 194 have been producers, thirty-nine gas wells and 132 dry holes. This compares with 325 wells completed during the corresponding week of last year, with 172 proving to be producers, thirty-three gas wells and 120 dry holes. But it is noteworthy that the combined totals of completions so far this year have reached only 12,972, against 13,572 for the similar period in 1942. The daily average output for the week in question has shown a decrease of 15,900 barrels, amounting to 4,327,500 barrels, contrasted with 3,684,500 barrels a year ago.

Gasoline.—Supplies of gasoline have been increased in the week ended October 2 by 104,000 barrels to 70,128,000 barrels, compared with 70,024,000 barrels in the previous week and 78,080,000 barrels for the corresponding week a year ago.

Refiners of gasoline in California have marked up their prices for 70-octane and 72-74-octane grades by a quarter cent per gallon, making their revised quotations for these grades 5¾c. and 6½c., respectively, while maintaining their quotation on 78-octane at 7½c. per gallon.

Kerosene. — Refiners in Oklahoma have generally advanced their prices for 41-43 and 42-44 waterwhite grades by three-eighths of a cent per gallon, making their revised quotations on these grades 4⅜c. and 4½c., respectively.

—O-P-D—

Albert S. Kiefer, formerly with the Sinclair Oil Company, Louisville, has been promoted to captain in the Army Ordnance Department, where he is a specialist in lubrication.

Industrial Instruments L-Order Revoked

Limitation order L-234, issued December 24, 1942, which provided for scheduling operations for industrial type instruments, has been revoked because those instruments are now classified under general scheduling order M-293. Types of industrial instruments affected include pyrometers, tube system temperature instruments, liquid level instruments, industrial thermometers, pressure gauges, flow instruments, combustion control equipment, control valves and regulators, the Radio and Radar Division of the War Production Board has announced.

—O-P-D—

Employee Sermons Published

A collection of talks to warworkers on attitudes and activities essential to the adequate carrying on of the production program has been published in a pocket-size handbook by the National Foremen's Institute, Deep River, Conn. It covers absenteeism, health, waste, safety, cooperation, the problems of management, taxation, and other topics timely outstanding in personnel relations. This Wartime Worker's Handbook is designed for distribution among employees. It is priced from 12½ cents a copy in lots of fifty downward for larger lots.

—O-P-D—

Shell Chemical Now Division of Parent Corp.

The Shell Chemical Company has been merged with its parent corporation, the Shell Union Oil Corporation. Business formerly conducted by Shell Chemical Company will be continued by Shell Chemical Division of Shell Union Oil Corporation.

—O-P-D—

Courtier Perfumes, Inc., has moved its offices to 220-226 West Forty-second street, New York 12, N. Y.

Fertilizer Materials

Potash Supply Outlook Suggests Shortage — Other Fertilizer Materials Seem Sufficient for Requirements

While improvement in the supply outlook for nitrogen has taken place through recent releases of soda nitrate and ammonia nitrate, the potash supply situation indicates a shortage. WPB allocations for the fiscal year ending June 30, 1944 reveal that the chemical and metallurgical industries will use 85,000 tons, an increase of 17,700 tons over the previous annual allotment. Agriculture allotments to the United States, Puerto Rico and Hawaii amounted to 540,000 tons with minimum estimates to meet required goals at 564,000 tons. While domestic production is at a rate of approximately 700,000 tons a year, allocations have brought the supply outlook down to a definitely low state.

Contributing to the favorable influences assuring greater supplies of nitrogenous fertilizers is the fact that Canadian plants which had been shipping ammonia nitrate into the United States, are conditioning their product to eliminate caking. Department of Agriculture states that in the form this chemical is now being received makes it readily usable for fertilizer purposes. Demand has been steadily mounting so that shipments for October cannot be entirely satisfied. Estimates place the amount available this year at 345,900 tons.

Concerning superphosphate, it was stated that capacity production on July 1 suggested a total of 8,555,000 tons. Facilities could not be utilized entirely because of factories far from sulphuric acid plants, difficulties with manpower shortage and maintenance and transportation problems. It was expected that by July 1, 1944 the annual output would be at the rate of 7,600,000 tons, or an increase of about 1,500,000 tons over the previous year.

No relief was accorded the supply situation in tankage, bone meal or fish scrap markets. The available stock for fertilizer requirements was definitely short. Arrivals of substantial quantities of tankage last week will be utilized to satisfy feeding wants.

Removal of restrictions from castor oil, in reference to use and delivery, created the opinion that the production of pomace might be increased.

Price Changes

Advanced

None

Reduced

None

Comparative Values

Index numbers compiled from four typical fertilizer materials on the basis of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
71.8	71.8	71.8	71.8

Market news that may have developed after this report was sent to press will be found on page 4.

Nitrogenates

Ammonia Nitrate. — Demand has shown steady expansion and it was reported doubtful if the available supply would be sufficient to meet the month's requirements. The troublesome feature of the product has been solved and buying interest has revealed measurable improvement.

Ammonia Sulphate.—Recent allocation, averaging an increase of 40 percent, has improved the supply outlook. Due to the fact that some of the smaller fertilizer manufacturers are confused as to the amount of potash they will receive, buying from this source has continued along restricted lines. Estimates on operations of by-product cokeovens for the week ended October 2 indicate a production of 39,544,240 pounds from that source.

Bone Meal. — No improvement in the supply situation could be noted and the market retained a very tight position with offerings almost impossible to secure.

Castor Pomace.—Demand remained sufficiently active to absorb production and no stock accumulations were noted. According to reports, the government has an option on part of the output which can be executed whenever the necessity requires. Recent importations of beans seem to have improved the supply situation, while the removal of restrictions on the use and delivery of castor oil over the balance of the year was taken as suggestive of a broader output of pomace.

Cottonseed Meal.—Arrivals during the week aggregated 63,220 bags from South America.

Soda Nitrate. — Supply conditions have improved through the release of 48,000 tons. This covers both domestic and imported varieties and will benefit mixers who distribute in the agricultural sections of the Eastern and South Atlantic States for Fall crops.

Tankage. — Regular shipments of processed material held a satisfactory average. New business was more or less routine, as most of the contract orders were reported to have been placed around July 1. Prices have been adjusted to comply with the recently established ceiling levels. Importations from South America last week included 14,369 bags of tankage, 3,009 bags of tankage cakes, and 3,948 bags of cracklings. All of this material will probably be used for feeding purposes. WFA has purchased 342,000 pounds of liver and granular tankage at $7.46 per 100 pounds, Harrison, New Jersey.

Phosphates

Phosphate Rock. — Shipments of Florida and Tennessee material were reported heavy and, aside from the labor shortage, the supply situation showed ample stocks to meet requirements. The price situation of the market continued firm.

Superphosphate.—Shipments broadened to satisfy an increased demand and the general movement continued along satisfactory lines. Production has been stepped up to some extent regardless of difficulties experienced in manpower shortage. The situation in triple showed no material improvement. Demand for lend-lease remained unabated and supply conditions were visibly tight with no substantial relief in sight for the balance of the year.

Potashes

According to reported estimates of WFA, 564,000 tons of potash will be the minimum amount required to meet agricultural requirements for 1943-1944. Total allocations approved by WPB give the United Kingdom 36,000 tons; Canada, 35,000 tons; Latin America and other export, 4,000 tons; Puerto Rico, Hawaii and the United States, 540,000 tons. Last year the distribution to fertilizer companies aggregated 590,000 tons, against 461,000 tons in 1941. The shortage of potash indicates a lower average content of potash in mixed fertilizers than noted either in 1942 or 1941. Regardless of the fact that production is proceeding at record levels, allocations have reduced the available supply in sight to an exceedingly low point.

Sulphur and Pyrites

Supply reported adequate to meet requirements, although labor conditions may subject shipments to manpower bottlenecks on occasions.

—Continued on page 104

Association Meetings

Association of Official Agricultural Chemists, Statler Hotel, Washington, D. C., October 27 and 28.

National Pest Control Ass'n, Statler Hotel, St. Louis, October 25 to 27.

Current prices on petroleum derivatives are given in the alphabetical list of prices beginning on page 9

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3 COPPER VAC. STILLS; Jkt'd., 50 and 60 gal. work. cap.

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—*Continued on page 103*

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4—Closed 6' x 23'10" high, 5000 gal.
2—Open 9' x 7' high, 3300 gal.
2—Open 4' x 8' high, 750 gal.
2—Open 8'6" x 12'2" high, 5200 gal.
6—Open 6'6" x 8' high, 1450 gal.
1—Open 4' x 5'' high, 480 gal.

STEEL RECTANGULAR OPEN TANKS
1—8'6" long x 4'6" wide x 6'3" high, 3200 gal.
2—10' long x 7'6" wide x 5'10" high, 3300 gal.
1—9' long x 4' wide x 6'6" high, 3150 gal.
2—12' long x 5'6" wide x 6' high, 3000 gal.
1—12' long x 5' wide x 6' high, 2690 gal.
1—8' long x 8' wide x 5' high, 2400 gal.

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2—W. & P. MIXERS, sizes 21-X-BB jacketed 625 gal.: 1—size 15, 100 gal. jacketed: 1—size 14, 50 gal. jacketed; other sizes.
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1—Day No. 30 Imperial Jack. MIXER; 1—No 10 jacketed.
1—Schaeffer size 14 POIDOMETER.
3—2" Wilfley SAND PUMPS.
10—RUBBER LINED Rectangular TANKS; 7—500-gal.; 2—200 gal.; 1—150 gal.
10—ROTARY VACUUM DRYERS; 3—Buffalo 5'x20'; 5—Devine 4'x25'; 1—Devine 4'x30'; 1—Struthers Wells 30" x 12'.
3—ATMOSPHERIC DRUM DRYERS 4'x 12'.
20—25 gal. MONEL open TANKS; 12—45 gal.
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3—STOKES steam heated WATER STILLS, 5, 10, 25 gal. per hour.
1—ALUMINUM 350 gal. Jacketed Agitated Kettle
1—ALUMINUM 275 gal. Jacketed Agitated Kettle, with Aluminum Agitator, m.d.
3—CRUSHING ROLLS, 36 x 16" Sturtevant, 40 x 16" Colorado Iron Works.
2—Hardinge BALL MILLS, 4'6" x 16", 5' x 22".
3—ROTARY KILNS, 4' x 30', 5' x 50', 7' x 120'.
4—BELT CONVEYORS, 30" x 110', 14" x 30', 14" x 65', 30" x 425'.
1—Dracco PNEUMATIC CONVEYOR, 30 T. P. H, with dust collector.

Liquidation

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18—Open and Closed, Steel Storage and Pressure Tanks, 500 to 17,000 gallons
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18—Digestors, tile lined, cone bottom, 7'5" dia. x 16', 5,600 gallons
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2—Bartlett & Snow steam jacketed Reducers, 10' dia. x 4' deep, sweeping agitators
1—Sturtevant Fertiliser Unit, complete, including grinder, elevator, screen, mixer, etc.
1—Mitts & Merrill CRE No. 15 Shredder, 75 HP motor
3—250 HP Heine Water Tube Boilers, 150 lb. pressure, Mass. std.

Miscellaneous: Steam Pumps, Motors, Steam Engine, Royer Disintegrator, Model C-2

Send for Complete List

ROTEX SIFTERS

4—No. 432 Rotex Sifters, triple deck, size 40" x84", each equipped with V-belt drive, 2 HP dust proof 3/60/220-440 volt motor, starter, structural steel supporting frame.

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1—2½" x 1½" Hard Rubber Centrifugal Pump.
1—3' x 4' Lead Lined Steel Tank.
1—Pfaudler 125 gal. Vacuum Pan, without jacket.
1—Pfaudler 4' x 4' Open Top Crystallizing Dish.
1—500 gal. Steel Agitated Jacketed Kettle.
1—100 gal. Duriron Jacketed Kettle.
1—22" x 40" Closed Top Lead Lined Tank.
1—4' x 4' x 2' Cone Lead Lined Wash Tank.
1—275 gal. Steel Lead Lined Agitated Still with lead condenser and piping.
1—500 gal. Steel Jacketed Still.
1—Lead Coil Condenser.

All the above
PRACTICALLY BRAND NEW

SPECIALS !

1—Buflovak 5' x 10' Rotary Vacuum Dryer.
1—Devine 4'3" x 19'8" Rotary Steam Tube Dryer.
1—Buflovak 5' x 6' Atmospheric Drum Dryer.
1—W. & P. Mixer, Jacketed. Vacuum Type, 100 gal.
2—Buflovak 6' Crystallizers.
1—Buflovak 24" x 20" Vacuum Drum Dryer.

DRYERS—KILNS—FURNACES

1—Vulcan 6' x 42' Rotary Dryer, ⅜" shell.
1—Christie Rotary Dryer, 7'6" x 75'.
1—Buflovak 5' x 6' Atmospheric Drum Dryer.
2—Rotary Vacuum 30" x 11', 5' x 30'.
7—Rotary 3' x 30', 4' x 30', 5' x 35', 6' x 65'.
2—Scott Cookers, jacketed, 3' x 5' x 8', good for vacuum.
10—Rotary Dryers 6' x 30' to 8' x 70'.

KETTLES—PANS—EVAPORATORS

2—Buffalo 6' dia. Atmospheric Crystallizers.
1—Buflovak Jacketed Kettle, 42" x 60".
2—Copper Vacuum Pans, 2' 6", 7' dias.
25—Copper Jacketed Kettles, 10 to 300 gals.
9—Steel Jacketed Kettles, 50 to 2000 gals.
1—Devine 60" x 48" Closed Jacketed Kettle.
5—Single and Multiple Effect Evaporators—Swenson, Buflovak, Zaremba.

CENTRIFUGALS

1—Tolhurst 40" Suspended Type, with 10 HP AC motor, bottom discharge, solid basket.
1—Battery of 2 American Tool 40" Suspended Type, perforated baskets, bottom discharge.
3—Tolhurst 40" Suspended, 15 HP AC motors, bottom discharge, bronze baskets.
1—Tolhurst 32" Suspended Type, solid basket, belt driven.
8—Tolhurst 32", 40", 48", 60", self-balancing type.
10—40", 48" Direct Motor Driven Centrifugals
6—Sharples No. 6 Centrifuges.
4—DeLaval Nos. 200, 300, 600.

MIXERS

1—W. & P. 100 gal. Jacketed Vacuum Mixer, Size 15, Class BB.
2—W. & P. 9 and 50 gal. Mixers.
1—Ross 75 gal. Double Arm Mixer.
2—Scott Jacketed Mixers, 3' x 5' x 3'.
1—Day No. 30 Imperial, jacketed, 75 gal.
1—W. & P. Mixer, non-jacketed, 293 gal., Size 18, Type VIII.
5—Change Can, 2½ to 80 gal.
4—Lead and Paste Mixers, 50 to 100 gal.
1—Day Universal, Jacketed, 265 gal.
7—Day Powder Mixers, 25 to 2000 lbs.

FILTERS

1—Shriver 32" x 32" Cast Iron Filter Press, 30 chambers, with Shriver Diaphragm Pump, 45 gpm.
1—No. 5 Sweetland Filter, with 30 copper leaves on 2" centers.
1—Sperry 36" x 36", cast iron, 48 chambers.
3—Shriver Skeletons, 30" to 36" square.
8—Oliver Rotary, 4' x 6' to 12' x 20'.
3—Sweetland Filters, Nos. 7, 10, 12.

PULVERIZERS—GRINDERS

1—Patterson 2'6" x 3'6" Tube Mill, porcelain lined, PRACTICALLY NEW.
4—200 gal. Pebble Mills, 4½' x 3½'.
6—Rubber Lined Pebble Mills, 24" x 36", 36" x 36", 75 to 100 gal.
18—Pebble Mills, Lab. to 600 gal.
6—Day, Ross Roller Mills, 9" x 24", 12" x 30", 16" x 40".
3—Raymond Pulverizers, Nos. 0000, 00, 3.
5—Colloid Mills, ¼ to 100 HP.
15—Hammer Mills, Williams, Jaybee, etc.

TANKS

26—Wood Tanks, 500 to 10,000 gals.
3—Lead Lined, 1,700 gal. Vacuum.
10—Glass Lined, 50 to 1,500 gal.
19—Steel, 3,500 to 20,000 gal.

MISCELLANEOUS

5—Rotex, Tyler Screens.
2—Heat Exchangers, 300 and 350 sq. ft.
2—Glens Falls Sulphur Burners, 20" x 8'.
10—Pumps, Centrifugal, Rotary, 1" to 6".
10—Vacuum Pumps, Devine, Buffalo, Nash.
3—Pumps, Lead, Aluminum, 1¼" to 3".
Lot of Lead Pipe and Valves, 2" to 6".
Screw Conveyors, Bucket Elevators, Belt Conveyors, etc.
Full Line of Filling, Packaging and Labeling Equipment.

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Business Wants and Offers

—Continued from page 102

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FOR SALE—Twenty drs. pigmented alkyd solution; 12 drs. clear alkyd varnish combination; 25 drs. dark castor phenolic varnish, 15 gals. long. BOX 663, Oil, Paint and Drug Reporter.

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12—Vertical, jacketed, agitated Kettles, up to 1600 gals.

1—Procter Automatic Conveyor Dryer.
1—Pfaudler 350 gal. Glass Lined Tanks.
3—150 gal. Closed Agitated, Jacketed Copper Kettles.
2—20 and 35 gal. Closed, Agitated, Jacketed Copper Kettles.
7—Ball & Jewell, Size "0", Premier Rotary Cutters, Brand New.
1—Ball & Jewell No. 0 Rotary Cutters.
2—Buckeye 15 Box Hydraulic Oil Presses, 16" Ram, 4,000 lbs. P.S.I.
1—3 Roll High Side Raymond Mill.
1—Oliver Rotary Filter, 6' x 6'.
4—Watson-Stillman Hydr. Pumps.
2—⅛" to ¾" Preform Tablet Machines.
1—W. & P. 150 gal. Jack. Mixer, Size 16.
1—Faust 150 gal. Jack. Spiral Mixer.
1—Buffalo Comb. Surface Condenser and Receiver.
2—75 and 1500 gal. lead lined closed Kettles with lead coil.
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1—Schutz-O'Neill No. 2 Gyrator Sifter.
1—Rotex Sifter 18" x 36".
2—Robinson 20" M. D. Attrition Mills.
1—A. & F. Brown 24" Attrition Mill.
6—Dry Mixers, 50 to 1200 lbs.
3—4000 gal. Vert. Acid Proof Tanks.
8—Iron and Wood Filter Presses, 18" to 36".
1—No. 2 Oliver 14"x8" Duplex Vacuum Pump.
1—Pennsylvania Vac. Pump, 14" x 5".
2—Worthington 12"x12"x12" Vacuum Pumps.
2—De Laval No. 301 and 600 Multiple Clarifiers, motor driven.
5—Ross 8, 15 and 40 gal. Pony Mixers.
4—Ross 3 Roll Mills, 12" x 30" and 16" x 40".
10—Pebble and Jar Mills, Lab. to 200 gal.
5—Centrifugals, 26", 32" and 40".
8—Stone Mills, 10" to 32".
8—Lead and paste Mixers, 50 to 155 gals.
6—Horiz. and Vert. Mixers, up to 500 gals.
10—Glass Lined and Steel Tanks up to 4000 gals.
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1—Werner & Pfleiderer 2,500 gallon capacity double arm steam-jacketed Mixing Tank.
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1—Stokes 400 gallon capacity single arm Mixer, direct motor driven.
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1—Day single and double arm 100 gallon capacity jacketed Mixer. Cast-iron jacketed Kettles, 40-50-75 gallon capacity.

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PHARMACEUTICAL CHEMIST—There is a permanent place, good salary, interesting work with a growing concern, in a pleasant city in which to live, for a pharmaceutical chemist conversant with the making of ethical drugs. A man, preferably a Ph.D., capable particularly of improving production methods and qualified to direct control work—chemical, bacteriological, and biological—is required by an established midwestern manufacturer with national distribution. Tell of your training and experience in full with draft status. No inquiries will be made of your references until you say so. BOX 659, Oil, Paint and Drug Reporter.

CHEMIST—Draft deferred, thoroughly capable in food processing and manufacture of flavors and extracts. Permanent in essential industry. Give full particulars of background, education, degrees held, salary desired, nationality, etc., in first letter. All information confidential. Location Philadelphia. BOX 662, Oil, Paint and Drug Reporter.

WANTED EXPERIENCED research chemist for work on lacquers, varnishes and synthetics in a New England manufacturing plant. Reply BOX 664, Oil, Paint and Drug Reporter, giving complete details.

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100,000 gal. Steel 40' Tower
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35,000 gal. Steel 90' Tower
25,000 gal. Steel 80' Tower
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1—40,000 gallon Steel 100' Tower

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Botanical Drugs

—Continued from page 96

Seeds

Anise.—Very steady as to price and not a great deal of demand last week.

Canary.—Situation as concerns North African seed now ready for export remains in statu quo. Work on foreign trade formerly handled by Office of Economic Warfare shifted to Office of Foreign Economic Administration. May account for delay in getting business done.

Celery.—Quiet and reasonably easy market seemed definitely to favor buyers with orders to place. Replacement prices more favorable.

Coriander.—Statements in Canary Seed report applies to coriander with equal force.

Cumin.—Cyprus seed reduced to 14½c. to 15c. per pound in sluggish market.

Fennel.—Indian seed a small fraction higher at 10c. to 10½c. per pound.

Rape.—Quotations on large, red Indian seed, natural and recleaned, withdrawn.

Sunflower.—Substantial business booked. Prices rise. Large, 16½c. to 17c. per pound; medium, 15c. to 15½c.; poultry, 14c. to 14½c.

Spices

Cinnamon.—Despite arrivals in recent weeks, stocks in the hands of dealers have not increased much. Imports go direct to buyers.

Clove.—Still higher and stronger at 21¾c. to 22¼c. per pound, and quite scarce.

Mace.—Some West Indian material offered for later delivery at 66c. to 67c. per pound.

Paprika.—Portuguese extra fancy material up a fraction to 39½c. to 40c. per pound. Other qualities and varieties unchanged.

Pepper.—Carolina longs advanced to 20c. to 22½c. per pound.

Pimento.—Spot market reported nominal at 26½c. per pound.

—O-P-D—

Argentina Guarantees Flaxseed And Sunflower Seed Prices

Farmers in Argentina this season will be guaranteed minimum prices of approximately 91 cents per bushel for flaxseed, and $1.76 per 100 pounds for sunflower seed, according to the Department of Agriculture's Office of Foreign Agricultural Relations.

This season's sowing of flaxseed is placed at 5,995,000 acres, compared with 6,103,000 acres in 1942-43 and with the harvested area that year of 5,610,000 acres. No estimate of the 1943-44 sunflower seed sowing is available as yet, but last season 1,665,000 acres were sown.

Fertilizer Materials

Sulphur and Pyrites

—Continued from page 101

Spanish pyrites remained nominally unchanged with business reported when supplies were obtainable.

Markets at Other Centers

Atlanta, Oct. 8.—The movement of fertilizers to farms in the South, for fall-sown small grain and Winter legumes, is practically over and is reported to show marked increase, especially in regions that have not been suffering from drouth. Monthly shipments of fertilizer materials to fertilizer manufacturers is said to be in line with schedule for the most part. As the materials accumulate the warehousing problem increases, for the solution of which efforts are being made to get dealers and farmers to order early.

Announcements of releases of increased quantities of nitrogen materials is resulting in a flood of applications, it is reported, enough to more than cover the amounts to be made available.

Baltimore, Oct. 8.—Conditions in the market for crude fertilizer materials have not revealed any changes of consequence. With some of the supplies stabilized by ceilings, there is a tendency with other items to keep on a similar course. Trading was held down by the scarcity of available stocks rather than by a lack of buying interest.

Fish Scrap.—The northeast storm which swept over lower Chesapeake Bay last week interfered with the operations of the menhaden fishing fleet, but the return of calm waters was being taken advantage of to resume activities, with results that have been for the greater part of the season, fair. The production of scrap and oil has not been equal to last season, but so far it has turned out better than expected, and if the government can be induced to ease its restrictions as to the movement of vessals in the lower bay, a month's good fishing would seem to be in prospect. The chief problem of the factories is to obtain crews. The fishing companies, must have some attractions, though they cannot hope to compete with war plants, so that the industry is having a hard time getting adequate help. On the other hand, there are inducements for fishing companies to keep operating as protein material is so scarce that fish meal brings $75 to $80 per ton or even more, with scrap under a ceiling at $1.21 per unit, and with the producers allowed an advance of $3 per ton for grinding and another $3 per ton for bags. There is consequently every incentive to operate as long as possible. The northern plants are about at the close of their season with the schools of fish moving southward. Some work is being done off Delaware, but this will end before long.

Chicago, Oct. 8.—Fertilizer materials markets here reflect continued stability and maintenance of position by both suppliers and buyers. In general there is a good call for material, and not all items are obtainable in the additional quantities desired. Blood is moving fairly well. Tankage business holds up in moderate fashion. Inquiries are good for bone materials.

Tankage.—Feeding grade, unground, $5.53 per unit of ammonia; liquid stick, tankcar, $2.40 to $2.50; hoof meal, $4.25 to $4.30.

Bone Materials.—Ground, steamed bone, $35 to $36 per ton; cattle jaws, skulls and knuckles, $40 to $42; dried, rendered tankage, hard pressed, $1.25; 50 percent bone and meat scrap, $62.50.

San Francisco, Oct. 8.—The trade was busy absorbing the lately released allocations of sulphate of ammonia last week, but other than this, general conditions remained much the same. The position of organics was still extremely tight. As a result of the boom catches of sardines, fish meal at times appeared oftener in transactions, although the demand still far exceeds the supply.

—O-P-D—

Chromite Deposit Mapped

The high plateau chromite deposit, Del Norte county, Calif., has been mapped by the Geological Survey. Copies of the map may be obtained from the director, Geological Survey, Washington.

Statement of the ownership, management, circulation, etc., required by the Act of Congress of August 24, 1912, and March 3, 1933, of Oil, Paint and Drug Reporter, published weekly at New York, N. Y., for October 1, 1943.

State of New York, County of New York: Before me, a notary public in and for the State and county aforesaid, personally appeared William S. Auchincloss, who, having been duly sworn according to law, deposes and says that he is the business manager of the Oil, Paint and Drug Reporter, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the act of August 24, 1912, as amended by the act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, to wit:—That the names and addresses of the publisher, editor, and business manager are:—Publisher, Schnell Publishing Company, Inc., 59 John street, New York; editor, Hugh Craig, 59 John street, New York; business manager, William S. Auchincloss, 59 John street, New York. That the owner is Schnell Publishing Company, Inc., 59 John street, New York. Stockholders holding 1 percent or more, Estate of Harry J. Schnell, 59 John street, New York, N. Y.; Jean Schnell Auchincloss, Short Hills, N. J. That the known bondholders, mortgagees and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities are:—Not any. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest, direct or indirect, in the said stock, bonds or other securities than as so stated by him.

(Signed) William S. Auchincloss, Business Manager.

Sworn to and subscribed before me this 27th day of September, 1943.

(Signed) Frank C. Lehning, Notary Public.

[My commission expires March 30, 1944.]

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Index to Advertisements

Advance Solvents & Chemical Corp.. 73
Alexander, Jerome....100
Algin Corp. of America....104
Aluminum Flake Co.... 84
Amcon Trading Co.... 89
American Agricultural Chemical Co.. 1
American British Chem. Supplies, Inc. 58, 71
American Cyanamid & Chemical Corp. 20, 21
American Firstoline Corp.... 58
Angus, W. W., Inc....106
Ansul Chemical Co.... 74
Armour & Co.... 85
Association of Consulting Chemists & Chemical Engineers, Inc. 100
Atlantic Coast Fisheries Co.... 92
Atlas Powder Co.... 93
Ayers, John W., & Son.... 66

Baker Castor Oil Co.... 51
Baker, J. T., Chemical Co....1, 8
Barber Asphalt Corp.... 84
Barium & Chemicals, Inc.... 71
Barrett Division....78, 104
Bay Chemical Co.... 70
Bemis Bro. Bag Co.... 12
Benzol Products Co.... 64
Blair Laboratory....100
Bonewitz, P. W., Co.... 74
Brill Equipment Corp....103
Brocker Chemical Company.... 56
Brode Corp., The.... 87
Bureau of Chemistry....100

Calco Chemical Division.... 27
Calif. Fruit Growers Exchange....22, 93
Carbide & Carbon Chemicals Corp... 2
Ceramic Color & Chemical Mfg. Co.. 74
Chaplain & Bibbo, Inc.... 93
Chemical Sales Corp....106
Chemical Service Co.... 68
Chemical Solvents, C. P., Inc....106
Chemo-Puro Mfg. Corp.... 91
Church & Dwight Co., Inc.... 71
Ciba Pharmaceutical Products, Inc... 49
Coca-Cola Company.... 59
Coleman & Bell Co.... 92
Colton, Arthur, & Co.... 82
Commercial Solvents Corp.... 6
Connor, A. P., & Company.... 63
Consolidated Products Co., Inc.....102
Consumers Import Co.... 67
Cortizas, M., & Co.... 98
Crosby Naval Stores, Inc.... 88
Croton Chemical Corp.... 75
Crown Can Co.... 16
Cummins & Grant....100

Dallal, D. S....104
Darling & Co.... 88
Day Chemical Co....100
Devold, Peder, Oil Co., Inc.... 39
Diehl, Wm., & Co.... 89
Distributing & Trading Co.... 89
Dodge & Olcott Co.... 36
Doggett, Stanley, Inc.... 84
Dow Chemical Co.... 19
Dreyer, P. R., Inc.... 97
Dunkel, Paul A., & Co., Inc.... 62
Duquesne Smelting Corp.... 72

Edcan Laboratories.... 92
Edwal Laboratories....93, 100
Ehrlich, J....100
Ellis-Foster Co....100
Emsco Equipment Co....103
Evans, Ralph L., Associates....100

Faesy & Besthoff, Inc....106
Fairmount Chemical Co., Inc.... 92
Felton Chemical Co., Inc.... 40
Ferro Drier & Chemical Co.... 82
Fezandie & Sperrie.... 77
Fine Organics, Inc.... 50
First Machinery Corp....102
Florasynth Laboratories, Inc.... 38
Food Research Laboratories, Inc....100
Franks Chemical Products Co.... 82
Freeport Sulphur Co....101
Fritzsche Bros., Inc....43, 97

Gair, Robert, Co.... 57
Gartenberg, H., & Co., Inc.... 77
General American Transportation Corp. 75
General Drug Co.... 23
General Industrial Supply Corp....104
Givaudan-Delawanna, Inc....105
Glyco Products Co.... 83
Goldschmidt Chemical Corp.... 60
Golwynne Chemicals Corp. 15
Gray Industrial Laboratories....100
Gray, William S., & Co.... 1
Greeff, R. W., & Co.... 91
Gross, A., & Co.... 87
Gruman, J. B., Co.... 80

Hallmark Laboratories....100
Hallowell, Horace J....100
Hamilton, A. K., & Co., Inc.... 61
Hardesty, W. C., Co., Inc.... 88
Heat & Power Co....103
Heyden Chemical Corp.... 76
Hoffmann-La Roche, Inc.... 34
Hopkins, J. L., & Co.... 96
Huisking, Charles L., & Co.... 39
Hunt Chemical Works, Inc.... 72
Hutchinson, D. W., & Co.... 97

Imperial Paper & Color Corp.... 81
Independent Mfg. Co.... 88
Industrial Solvents Corp.... 80
Inland Alkaloid Company....106
Inland Steel Container Co.... 24
Interboro Chemical Co.... 74
International Exposition Co.... 74
International Minerals & Chemical Corp. 73

Jones & Laughlin Steel Corp.... 80

Kane Import Corp.... 84
Kansas City Limeolith Co.... 82
Kelco Company.... 95
Kellogg, Spencer & Sons, Inc.... 45
Kentucky Color & Chemical Co.... 84
Keto Chemical Co.... 67
Knight, B. H....100
Koppers Company.... 79
Krumbhaar Chemicals, Inc.... 84

Lamon Chemical Corp.... 65
Lanaetex Products Sales Co.... 62
Landsberger, Dr. S. W.... 67
Laning, E. M., Co....100
La Wall & Harrisson....100
Lawson, W. B., Inc.... 72
Leberco Laboratories....100
Leghorn Trading Co., Inc.... 93
emke, B. L., Company.... 64
Leonhard, Theodor, Wax Co., Inc.... 89
Lilly, Eli, & Co.... 37
Lippincott, J. B., Company.... 65
Lucidol Corp.... 93
Lueders, George & Co.... 97

Maas, A. R., Chemical Co.... 71
Machinery & Equipment Co....103
Magnus, Mabee & Reynard, Inc....47, 53
Malmstrom, N. I., & Co.... 46
Mefford Chemical Co.... 92
Merchants Chemical Co.... 74
Merck & Co., Inc.... 41
Millmaster Chemical Co.... 60
Molnar Laboratories....100
Monsanto Chemical Co.... 31
Munch, James C....100
Mutual Chemical Co. of America.... 77

National Aniline Div.... 11
National Rosin Oil & Size Co.... 84
Natural Products Refining Co.... 77
Neuberg, William D., Co.... 70
Neville Co.... 81
N. Y. Quinine & Chemical Works, Inc. 54, 55
Niagara Chlorine Products Co.... 99
Nuodex Products Co., Inc.... 99

Oldbury Electro-Chemical Co.... 73
Old Dutch Mustard Co., Inc....104
Orbis Products Corp.... 98
Orthmann Laboratories, Inc....100

Pacific Coast Borax Co.... 1
Parsons, M. W.... 84
Peek & Velsor, Inc.... 96
Penick, S. B., & Co.... 94
Pennsylvania Refining Corp.... 99
Pfizer, Chas., & Co., Inc.... 33
Phelps-Dodge Refining Corp.... 73
Philadelphia Quartz Co.... 72
Philipp Brothers, Inc.... 86
Pittsberg Chemical Co.... 72
Pittsburgh Plate Glass Co., Columbia Chemical Division.... 13
Polachek, Z. H....100
Polak & Schwarz, Inc.... 98
Potash Co. of America....101
Prentiss, R. J., & Co.... 96
Prior Chemical Corp.... 1
Procter & Gamble....87, 92
Purdy, W. S., Co., Inc....100
Pure Calcium Products Division.... 1
Purocaine Chemical Co., Inc.... 44

Raisch, John E., & Co....100
Read, Chas. L., Co.... 75
Reichard-Coulston, Inc.... 82
Reichhold Chemicals, Inc.... 29
Retort Pharmaceutical Co.... 68
Rheem Mfg. Co.... 87
Robinson-Wagner Co.... 42
Rufert Chemical Co.... 15

Sadtler, Samuel P., & Son, Inc.....100
Saltcake Sales Corp.... 75
Santonine Co. of America, Inc.... 39
Schepp Laboratories....100
Schieffelin & Co.... 52
Schimmel & Co., Inc.... 98
Schwarz Laboratories, Inc....100
Seil, Putt & Rusby, Inc....100
Sergeant, E. M., Pulp & Chemical Co..39
Seydel Chemical Co.... 93
Sharples Chemicals, Inc....106
Sherwood Refining Co.... 99
Silmo Chemical Corp.... 93
Skelly Oil Co.... 25
Smith, Kline & French Labs.... 48
Snell, Foster D., Inc....100
Socony-Vacuum Oil Co.... 83
Solvay Sales Corp.... 28
Solvents Recovery Service.... 84
Standard Alcohol Co.... 84
Standard Brands, Inc.... 90
Standard Drug Co., Inc.... 67
Standard Specialty & Tube Co.... 92
Standard Synthetics, Inc.... 65
Standard Ultramarine Co.... 82
Stanhope, R. C., Inc....103
Stauffer Chemical Co....74, 84
Stein Equipment Co....103
Stillman & Van Sicklen, Inc....100
Stillwell & Gladding Co....100

Tennessee Corp.... 71
Thurston & Braidich....104
Turner, Joseph, & Co.... 82
Tuteur & Co.... 66

Union Carbide & Carbon Corp.... 2
Union Standard Equipment Co....103
U. S. Industrial Chemicals, Inc....17, 18
U. S. Phosphoric Products.... 36
United States Potash Co.... 76

van Ameringen-Haebler, Inc.... 97
Vanderbilt, R. T., Co., Inc.... 86
Victor Chemical Works.... 72
Viking Distributing Co.... 88
Vitro Mfg. Co.... 75

Warwick Chemical Co.... 14
Washine-National-Sands, Inc.... 74
Waterman, Herbert....100
Weiss, John M., & Co....100
Wiley & Co....100
Will & Baumer Candle Co.... 89
Wilson-Martin Division.... 87
Winthrop Chemical Co., Inc.... 53
Wood Waste Products, Inc.... 82

Zink & Triest Co....104
Zinsser & Co., Inc.... 75

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